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STATESIDE / A DEFENSE OF POLICY

POLITICAL NOTES

Plan Fails to Ease Fears on Trade Accord

WASHINGTON — The Clinton administration issued a proposal Wednesday to create a \$100 million worker retraining program to help Americans who lose their jobs because of the North American Free Trade Agreement...

Rufus Yerxa, the chief deputy U.S. trade representative, told the House Ways and Means Committee that the administration was drafting the retraining plan as a temporary measure that would last no more than 18 months...

FBI Promotes 3 Minorities to Top-Level Posts

WASHINGTON — Acting on his pledge to bring diversity to the FBI, the agency's director, Louis J. Freeh, on Wednesday elevated a black, a woman and a Hispanic to three upper-echelon positions...

Quote/Unquote

A congressional aide who handles postal issues, on the U.S. Postal Service's new logo, which is to be put on postal offices and vehicles as well as mailboxes...

President to Seek Cuts Of \$10 Billion More

By Steven Greenhouse
WASHINGTON — President Bill Clinton plans to propose an additional \$10 billion to \$15 billion in spending cuts later this month to make good on promises he made to win votes for his budget in August...

Away From Politics

- Severe turbulence and a crack in an engine support structure apparently caused an engine to break off and fall from a 747 cargo jet over Anchorage, Alaska, in March, federal safety officials said.
The National Transportation Safety Board described the incident as highly unusual and noted that Boeing, the manufacturer of the 747, is planning to improve the engine supports.

Clinton Stresses U.S. Security, Domestic and Foreign

By Gwen Ifill
New York Times Service
CHAPEL HILL, North Carolina — President Bill Clinton has made a broad defense of his administration's domestic and international priorities, saying that the United States "cannot withdraw from the world we have done so much to make."

president said, Americans will be provided with a blanket of security that will see the nation through periods of economic and global turbulence.
"The security we seek is like a rope for a rock climber, to lift those who will take responsibility for their own lives to even greater pinnacles," he said in the speech.

to feel safe where they live, where they go to school and where they work.
As for his efforts on the domestic front, which also include passage of the North American Free Trade Agreement, Mr. Clinton acknowledged that many of the items he was asking Congress to approve had to first overcome opposition in many quarters, including organized labor.

Mr. Clinton's appeal to personal security has emerged in recent weeks as his advisers have sought for an overarching thesis that could put the president's opponents on the defensive while lifting him onto the high ground as he fights for passage of his health care plan — even though Congress has not yet received the legislation.

On Haiti as Well as Somalia, Clinton's Leadership Falters

By R.W. Apple Jr.
New York Times Service
WASHINGTON — A clearer demonstration of the global village that modern communications has created, and the land mines that await American presidents as a result, would be difficult to imagine.

affects another, and the country has no stomach for any of them.
Senator Richard G. Lugar of Indiana, a Republican known for his foreign expertise and for his judiciousness, spoke of what he termed "the virtual collapse of presidential leadership in these matters."

public cares much; you lose American lives, and the country demands that you pull your horns in."
The president's top foreign policy advisers, most of them formed in the Vietnam years, are unwilling to sharply limit the exertion of American power and influence, even in an era of scarce financial resources and even when they know their boss wants to spend most of his energy on domestic affairs.

Mr. Clinton has had some trouble maintaining that momentum as one foreign policy crisis after another — including the turbulence in Russia, the killing of American troops in Somalia and the rejection of American troops in Haiti — has distracted him from the numerous domestic issues he would prefer to address.

NEWS ANALYSIS

dent's policy in any of the three countries, and it's his own fault.
That is so, he declared, because of Mr. Clinton's failure to discuss with Congress either the change of goals in Somalia — from feeding the hungry to nation-building and pursuing General Mohammed Farah Aidid — or the plan for trying to restore democracy to Haiti.

There are obviously limitations on what sorts of foreign policies any president can sell, especially when American soldiers are dying and when the national interest is difficult to define.
Mr. Clinton has involved himself, or allowed himself to become involved, in a number of nettlesome problems at once. What is more, all of them have underlying political dimensions, too seldom fully explained, that make achieving what may seem like simple goals very difficult indeed.

The problem in Somalia, for instance, was not really hunger; that was merely a symptom of the country's lack of anything approaching an effective government, and that, in turn, was merely a symptom of the hatred of one clan for another.
The real problem in Haiti is the reluctance of the military and the police to relinquish the power that they have enjoyed since the days of the Duvalier dictatorship, as they would have to do if the country is to gain a semblance of stability.

Mr. Clinton's advisers depict themselves as pioneers, groping their way toward new principles in a post-Cold War world. It is uncharted ground, and they admit that they are having trouble. No one has had to do this, they say, since the 1950s, and containment was not a policy born overnight.



A pensive President Clinton before his speech at the University of North Carolina in Chapel Hill.

U.S. Crises Point Up Initial Failure to Assess Risks in UN

By Julia Preston
Washington Post Service
UNITED NATIONS, New York — Back-to-back crises for the Clinton administration in Somalia and Haiti have had one critical element in common: key resolutions governing deployment of American troops moved through the Security Council with little public debate or indication that Washington had assessed the potential risks to American soldiers.

another set of Clinton administration priorities. As that month's council president, she was trying to nudge other member nations toward creating more specific peacekeeping mandates and more precise mission budgets.
Thus, council action on the Haiti mission was postponed for weeks so a better idea could be gained of how much the effort would cost. The delay came as the clock ticked toward the UN-mediated return to Haiti of the dismissed president, the Reverend Jean-Bertrand Aristide, on Oct. 30, and to keep that day from arriving.

Secretary-General Boutros Boutros Ghali issued a broader warning about the dangers that American and other troops would face from Haiti's military rulers.
"The security of UN personnel needs to be carefully considered," Mr. Boutros Ghali wrote in a report. "There are frequent examples of human rights abuses, including extrajudicial killings."
But the possibility of a confrontation between UN troops and free-lance gunmen supporting the military regime was not addressed in the council debate when the mission was authorized.

The UN force cannot be deployed in Haiti unless the regime there creates safe conditions for it.
The new setback has left U.S. officials again struggling with the tongue-twisting lexicon of UN pacifying missions: trying to argue that U.S. troops are not peacekeepers but are going on a peacekeeping mission and to persuade Americans that U.S. soldiers are not there to create a secure environment but should instead have a secure environment created for them.

Gene Manipulators Are Awarded a Nobel

Compiled by Our Staff From Dispatches
STOCKHOLM — An American and a Canadian shared the Nobel Chemistry Prize on Wednesday for separately discovering how to mass-produce DNA and to reprogram the genetic code, techniques that have widespread applications in medicine and basic research and that also inspired the box-office hit movie "Jurassic Park."
Two American astrophysicists shared the physics prize for finding a twin star that helps support Einstein's theory of relativity.

genetic material of extinct dinosaurs to recreate the giant reptiles.
Applications of their work include catching criminals, finding infections, growing crops faster and synthesizing DNA from extinct insects.
Dr. Smith is Canada's fourth chemistry prize winner and is director of the Biotechnology Laboratory at the University of British Columbia. Dr. Smith said his research focused on a genetic engineering tool called site-directed mutagenesis that uses a short piece of chemically synthesized DNA to change a gene so that it functions differently. The change allows researchers to study how the gene works.

Einstein's theory of relativity and his prediction that moving objects emit gravitational waves.
A pulsar is a type of dense, spinning star that emits electromagnetic waves similar to radio signals.
Dr. Hulse and Dr. Taylor spotted the first binary, or two-part, pulsar with the 300-meter (1,000-foot) diameter Arecibo radio telescope in Puerto Rico, and provided gravity researchers with a new study laboratory, the academy said.
"This new type of pulsar opens up whole new areas of gravitational physics," said Carl Nordling, chairman of the academy's Nobel physics committee.

HAITI: General Sets Conditions

Continued from Page 1
County had violated the agreement by trying to bring M-16 assault rifles with them instead of only sidearms, as originally agreed.
Shortly before his statement, senior UN military officials said they believed the Haitian military would comply with the agreements.
"I think the armed forces will come on board and provide the security that they promised," said Colonel James G. Pulley, an American in charge of the UN military contingent. "I have confidence in the armed forces of Haiti."
The mission's deputy commander, Lieutenant Colonel Brian King, said he shared Colonel Pulley's confidence. When asked why one would have confidence in the face of repeated arms violations and violence, he cited "the professionalism they have displayed to this point."
To many here, such statements in the face of noncompliance only strengthened the military's resolve not to leave power. The withdrawal of the Harlan County was widely interpreted as a major victory for General Cedras and Colonel Francois. Respected Haitian analysts said they had repeatedly warned the United Nations, and the United States in particular, that the military had no intention of complying with the accords and was simply stalling for time.

CHURCH: In Los Angeles, Hispanics and Blacks Increasingly View Each Other as Rivals in Quest for Good Life

Continued from Page 1
forecast only to 13 percent, the bureau said.
Hispanics are bringing a new dynamic to urban politics, for two decades a focal point for blacks. In Miami last summer, despite objections by many blacks, the Hispanic-dominated City Council rescinded an ordinance making English the city's official language. In New York, Hispanic backing for his Italian-American opponent has dealt a blow to the re-election campaign of the city's first black mayor, David N. Dinkins, a Democrat.
Blacks and Hispanics nationally have split sharply over the North American Free Trade Agreement with Canada and Mexico. Al-

though Hispanic lawmakers are divided over the treaty, which would expand U.S.-Mexican trade, Latino-rights organizations strongly favor it. But the National Association for the Advancement of Colored People and other black organizations oppose it.
On some issues, blacks and Hispanics cooperate. In south-central, they have joined to fight reopening of liquor stores looted in the riots.
Community groups also have fought environmental perils. At the highest levels of political brokerage, California's black and Hispanic leaders in Sacramento, almost all Democrats, often unite in opposition to the Republican governor, Pete Wilson.

Many blacks nonetheless are unsettled by the mark that Hispanics are leaving on neighborhoods citywide. "It used to be that south-central Los Angeles was a place where blacks could prosper or at least live decently," said Marilee Toppin, 70, who has lived here since the 1950s. "Now it seems like a dumping ground for poor immigrants."
Ms. Toppin said the change has divided her black association. "The blacks used to have a hard enough time getting together just by themselves," she said. "But it seems like the Latinos don't even want to try to forge neighborhood unity. They've proposed having separate meetings without us."

General Cedras said it would not be right to reimpose the sanctions.
"You do not have the right to condemn someone without hearing them first," he said. "I sent a letter yesterday to Secretary-General Boutros Boutros Ghali asking him if it would not be a good idea to finally listen to what the army has to say."
General Cedras said the international troops aboard the Harlan

County had violated the agreement by trying to bring M-16 assault rifles with them instead of only sidearms, as originally agreed.
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Herald International Tribune

Published With The New York Times and The Washington Post

Now Get Tough With Haiti

The thugs who prevented U.S. and Canadian troops from landing in Haiti on Monday do not represent the majority of the Haitian people. The country's voters made their choice three years ago when they elected President Jean-Bertrand Aristide with a 65 percent majority. The military elite, accustomed to unquestioned power, drove him into exile. Now that elite, aided by its paramilitary "attaches," is invoking nationalist pride and characterizing the United Nations mission to restore Father Aristide as a foreign invasion.

Breakthrough in Belfast?

News from Ireland spurs cautious hopes that one of the world's apparently intractable trouble spots is moving toward peace. The Irish Republican Army has for decades relied on violence to accomplish its political objectives. It repudiated the world of diplomacy and was not accepted as a participant in any talks aimed at reconciliation. But now it appears that Gerry Adams, who leads Sinn Fein, the political arm of the IRA, may be taking another view.

Breaking the Secrecy Habit

With fanfare, Attorney General Janet Reno has proclaimed a new, liberalized set of rules for the release of information under the Freedom of Information Act. Backed up by President Bill Clinton, she declares that the Justice Department will not routinely defend in court agencies that try to use the law's technicalities to sit on secrets.

Other Comment

Trouble in Somalia and Haiti

By sending additional forces to Somalia, President Bill Clinton is only trying to cover a U.S. political retreat behind a smoke screen of weaponry. If once in a while it would do our governments good to have some guts, it would be even better if U.S. presidents acknowledged that at times, in countries like Somalia or Haiti, butter is a better weapon than guns.

African leaders who have negotiated democracy at home may be best suited to help Somalia negotiate an incremental return to the rule of government. African neighbors may also bring to bear a better understanding of Somalia's culture. The United States should help. But the heart of the work must be done by Africans who have the greatest stake in Africa.

Yes, Angola's Outrageous Spectacle Can Be Stopped

By Chester A. Crocker

WASHINGTON — Just one year ago, Angolans went to the polls in a United Nations-monitored election. The country had experienced war of one kind or another for most of the previous 30 years. Since the election, the civil war has soared to unprecedented heights. UN officials say 1,000 Angolans are dying daily and millions are without food.

The writer, U.S. assistant secretary of state for African affairs from 1981 to 1989, represented the United States in the negotiations that produced the May 1991 Angolan peace accords.

The U.S.-brokered agreements of 1988 and 1991 could have brought peace. Sadly, both the ex-Marxist MPLA government of President José Eduardo dos Santos and Jonas Savimbi's rebel movement, UNITA, were quick to exploit the weakness of the UN mission. Cheating was so commonplace that the military provisions of the 1991 agreements were basically never carried out.

We should press for verified, reciprocal military pullbacks. There must be an up-front commitment to provide the necessary UN personnel.

Both sides' fingers were on the trigger — and the UN, U.S. Russian and Portuguese observers failed to call a halt to the proceedings. Millions of Angolans voted. Claims of foul play (by UNITA and others) before and during the voting went unanswered. After some initial hesitation, the United Nations duly proclaimed that Mr. dos Santos had won a plurality of just under 50 percent in the presidential race, a result that was supposed to lead to a presidential runoff election.

position in Luanda to smash UNITA in the capital, killing or capturing many of its top figures. Mr. dos Santos had offered nothing but crumbs to UNITA as a basis for political reconciliation in a government of unity. By the end of last October, Angola's precious cease-fire had collapsed. Within a few months UNITA seized control of numerous regional centers and perhaps 75 percent of the countryside. Fresh peace talks in April and May broke down over security issues. UNITA is stronger on the ground and better organized than the government, and its military leadership is superior. UNITA exploits the classic advantages of insurgency, living off the land and off the MPLA's legendary corruption and ineptitude. But the MPLA holds Luanda, the revenues from some 500,000 barrels per day of oil output, and universal diplomatic recognition.

UNITA to demand that it cease fire and return to the table. It is unclear what pressures we are placing on the MPLA to reciprocate. UNITA and the MPLA share responsibility for Angola's agony. To end it, we must do better than blaming UNITA for the renewed civil war, and then anointing some of the least likely candidates in Africa as new democrats. Back in August, a bipartisan congressional group wrote to Secretary of State Warren Christopher urging intensification of U.S. peace-making efforts: the assignment of a special envoy, the end of lethal arms supplies to all parties, and confirmation of the 1991 accords and of certain points of agreement reached earlier this year.

Somalis Are the Problem and Have to Be Party to the Solution

By Bernard Kouchner

PARIS — There is no way to solve the Somali issue without the Somalis. For too long, this seems to have escaped the attention of U.S. military officials and the United Nations officials there.

threat to international peace and security." Only the United States responded positively and immediately. We must remember this before criticizing the American approach in Somalia: Children have been saved. But on the social and political level, failures have been many. The Addis Ababa agreement between the Somali factions has been flouted by some, and the militias of the warlords have yet to be dissolved.

with General Aidid is badly needed. The general is no saint. When I showed him dying children on the streets of Mogadishu, he did not flinch. Shamefully, some seem to consider him a Robin Hood. But the Somalis should be made responsible for their own destiny. The United Nations is a stabilizing force in the pursuit of peace and justice, not a new colonial power. It should link withdrawal of its troops to the evolution of the peace process: We will get out of the Somali crisis when the Somalis take over.

The forthcoming humanitarian conference and political consultation in Addis Ababa should send a strong message: No more victims. All the Somali factions, including General Aidid's, should be invited. The Somalis have to trust the United Nations; but the United Nations must be sure it deserves their trust. Let us be certain that the Somali crisis does not destroy the UN ideal. It is a matter of credibility. The idea of international solidarity in the fight against misery, hatred and suffering will build, hopefully, on success in Somalia. This is the challenge of the turn of the century. If the international community fails to create the political and humanitarian instruments to achieve this, it will be powerless against the violence of the new international disorder.

Haiti's Chief Thugs Will Have to Be Choked Into Submission

By Amy Wilentz

ALBANY, New York — The television footage out of Haiti is like a scene from a recurring nightmare: the brandished weapons, ugly insults, violent attacks on bystanders. The military and its "descendants of the Duvalier regime's infamous Tontons Macoutes, love to beat up the weak, the downtrodden, the unarmed — anyone who threatens to come between them and their booty.

overwhelmingly elected in Haiti's first free and fair balloting. Washington then supported a halfhearted embargo against the de facto military regime, one that was so porous that oil and other necessities flowed freely into the island. When the United Nations, with full support from the new Clinton administration, finally levied serious sanctions against the regime, the United States helped broker an agreement on Governors Island this summer that lifted the new embargo for two weeks, against the better judgment of the Aristide administration.

goods to leak across the border that it shares with Haiti, as has happened in the past. Of course, since sanctions were lifted, the Haitian military has reportedly stockpiled enough oil to last six months to a year. The United States and its allies should enclose the island with a naval blockade. That way, small ships carrying contraband, from which the generals and their men have made hundreds of thousands of dollars during the various embargoes since the coup, will not be able to get in. Also, a naval blockade will show that Americans are dead serious.

Father Aristide would name a new head for the Haitian army, whose first great test would be to get rid of the rogue police chief Michel Joseph François, an instigator of the riots on Monday as well as the terror campaign of the last year. He has vowed to remain at his post. In any event, the United States should ensure that reimposed sanctions are not lifted until all the officers involved in the bloody assaults and assassinations have given up power and are in exile. The democratic government also needs to be back in place with new officers and new chiefs of staff, appointed by Father Aristide. If these prescriptions sound like a scratched record, it is only because the Governors Island accord planned its own failure by lifting sanctions before they had achieved these goals. One can only wonder why.

Australians Aren't Stamped Out of the Queen's Big Family

By Denis Warner

MELBOURNE — Australians have long been conscious that their land is large, sparsely populated, far removed from traditional friends and thus seemingly vulnerable. Before World War II, Australia, a former British colony, clung tightly to the hem of Mother Britain's skirt for protection. A close association with Britain, then a global power, put a barrier between Australia and its concern about possible invasion from Asia. Australia was happy to leave foreign policy in Whitehall and to enjoy the world's highest standard of living, provided by its wool, wheat, fruit and other agricultural products.

arch, and that to do so would little affect government structure. The committee's preferred choice for choosing a president: election by a two-thirds majority at a joint sitting of the Senate and House of Representatives. The path to republicanism, however, is unlikely to be as smooth or simple as the committee suggests. Its report has revived an often emotional debate. The argument has developed sectarian and ethnic overtones in a nation made increasingly multicultural by immigration first from Continental Europe and then from Asia. Mr. Keating is responsible for some of this divisiveness; he observed that his republicanism derives from his Roman Catholic faith. He has attacked Britain repeatedly, alleging even that Australia's security was imperiled by British treachery in the fall of Singapore. The debate is likely to become more partisan. Mr. Keating launched the campaign without consulting opposition parties, and has waged it with an aggressiveness that seems designed to prevent bipartisan support. Some in the opposition believe that the monarchy is anachronistic in today's Australia. Mr. Keating's steamroller tactics may silence them or push them into the monarchist camp. The prime minister may be using the debate to divert the people's attention from their worst economic recession in almost half a century — and to consolidate popular support. The ethnic composition of Australia, once a nation of predominantly British and Irish stock, has changed dramatically in recent years with the influx of non-British settlers. Nonetheless, it may not be easy to persuade the required majority that they

should be rushed into so revolutionary a decision. A recent public opinion survey showed that support for a republic had dropped to 39 percent from 62 percent in August, with 44 percent opposed to change. The necessary constitutional change would require a referendum. If a majority of the states and of all electors approved, it would be presented to the governor-general, the representative of the British monarch in Australia, for the Queen's assent. Such assent may be assured. But Australian voters have always been highly conservative when it comes to constitutional change. And cracks have begun to appear in republican ranks. Bill Hayden, the present governor-general and formerly a strong republican, questioned recently whether it made sense to change a system that works well and allows for stable government. Thomas Kenally, a Booker Prize-winning author and chairman of the Republican Advisory Committee, has warned Mr. Keating that his aggressive style was scaring Australians and reducing support for a republic. Sir Zelman Cowen, a former governor-general, who for three years chaired a government advisory committee on constitutional reform, has joined a chorus of influential Australians opposing change. There are two weaknesses in the republican argument, which opponents are beginning to exploit. One lies in the claim that having the Queen as head of state means that Australia is not truly independent and that this impairs relations with Asian countries. The ties with Britain that in any way limited Australian independence

have long been discarded. Recent governors-general have all been Australians, appointed by the Queen on the advice of the prime minister in Canberra. The Privy Council in London is no longer an Australian court of last resort, nor does the Queen bestow honors on her Australian subjects. "God Save the Queen" has been abandoned as the national anthem in favor of "Advance Australia Fair." There is no evidence that having the British monarch as head of state with no power to act in Australian affairs upsets Asian neighbors. Nor is there any evidence that they are offended by a flag that combines the historical and the geographical, with the Union Jack sharing space with the stars of the Southern Cross. Several Asian countries, including Singapore and Malaysia, are members of the Commonwealth. That this association of former British colonies is headed by the Queen does not appear to have discouraged their membership. The writer, editor of Asia-Pacific Defence Reporter magazine and author of numerous books on the region, contributed this comment to the International Herald Tribune.

International Herald Tribune advertisement listing contact information for various offices including New York, London, Paris, and other international locations.

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OPINION

The Gracious Exit Isn't The Politicians' Way

By Jim Hoagland

WASHINGTON—The day after he forced Nikita Khrushchev to retreat in the Cuban missile crisis, John F. Kennedy shared a private joke with his brother Robert: "This is the night I should go to the theater." The sardonic joke played off conversations that the Kennedys had had about history's reverence for Abraham Lincoln, assassinated at Ford's Theater.



shortly after his inaugural stroll down Pennsylvania Avenue. A partial exception in this as in everything else is Ronald Reagan. A one-term Reagan presidency would not have been stained by Iran-contra. But it is hard to imagine another American president who would have been, almost on instinct and emotion, as ready and able to turn U.S.-Soviet relations on a dime when he became convinced of Mikhail Gorbachev's willingness to change.

The Fire in Mauro Ramoni

By Morton Pomeroy

ST. TROPEZ, France—I have about as much reason as any American-born Jew to take the Holocaust personally. One day in August 1941, my father's brother and his six children were herded from their homes to killing fields near Ponary, Lithuania, and shot by local militia under German orders. After the war, their deaths confirmed, my father died of a broken heart in New York.

LETTERS TO THE EDITOR

Backing the Right Man

Regarding "Backing the Wrong Man" (Opinion, Oct. 3): Gregory Clark's analysis provided a vivid illustration of how easily Russia's problems can be misunderstood by outsiders. Drawing an analogy between the recent events in Moscow and those around Tiananmen Square does a great disservice to the political leaders in Russia, who face the daunting task of promoting democratic reform in a country whose institutions are inherited from 70 years of Communist rule.

Problem Solved

Regarding "In Its Olympic Quest for a Slogan, Atlanta Is at a Loss for Words" (Oct. 8): Concerning the quest by Atlanta of a slogan for the Olympic Games and for the future of the city, may I suggest:

In Defense of Turkey

Regarding "Indo-Russian Goals for Central Asia" (Opinion, Sept. 22): S. Nihal Singh refers to an Indian-Russian report which asserts that the Turkish secular nation-state came about after the massacre of Armenian and Greek minorities and the suppression of Kurds.

Double Standard

Regarding "Confusing Times for Russian Legislators" (Sept. 27) by Serge Schmemmann: What amazes me as a Peruvian is how reality can be adapted to justify almost anything. On April 5, 1992,

Health Care's Real Cost

Regarding "Whatever Health Care Costs, Don't Let Freedom Suffer" (Opinion, Sept. 28) by William Safire: The four out of five Americans who are covered by medical insurance today already are paying for the fifth person's coverage, through inflated hospital charges. Any honest hospital administrator will admit that hospital charges, for the four who pay for their care through medical insurance, exceed actual costs in order to cover the expenses of the fifth, who cannot pay.

TOWER OF SECRETS: A Real Life Spy Thriller

By Victor Sheymov. 420 pages. \$24.95. Naval Institute Press. Reviewed by William E. Odum: VICTOR SHEYMOV was not a spy, not the kind of KGB officer that used to star in John le Carré's novels. He was a major and a technician, concerned with protecting Soviet communications by codes, cryptographic machines, and an amazing array of other devices and techniques.

BOOKS

WHAT THEY'RE READING

Bill Bryson, an American writer who lives in Britain, has just finished reading "The Cotswold Way" by Mark Richards. "I spent a week on a wonderful but little-known long-distance walk in England's Cotswold region. This book is everything a guide should be, and with exquisite illustrations."

BRIDGE

By Alan Truscott: THE surviving American open team, U.S.A. No.2, began shakily in the semifinal of the Bermuda Bowl contest in Santiago at the NEC World Championships. After 26 deals of a scheduled 96 they trailed the Netherlands by 14 imps.

Retired Lieutenant General William E. Odum, an adjunct professor at Yale University, wrote this for The Washington Post.



Some Of The Most Powerful Moments On Television Are On CNN International. These days, some of the biggest international stories on CNN are just thirty seconds long. They belong to some very smart and very successful advertisers who came in search of the most influential audience on earth.

HEALTH/SCIENCE

Depression and Creativity

An Old Idea Is Gathering New Scientific Support

By Natalie Angier

NEW YORK — As long as there have been poets to pierce the darkness with their diamond words...

"Why is it?" Aristotle asked in the fourth century B.C., "that all men who are outstanding in philosophy, poetry or the arts are melancholic?"

Three hundred years ago, the English poet John Dryden wrote, "Great wits are sure to madness near allied."

As Dr. Kay Redfield Jamison points out in her recent book, "Touched With Fire: Manic Depressive Illness and the Artistic Temperament"

"Most of the best studies in this area have only been done in the last few years," Dr. Jamison, a professor of psychiatry at the Johns Hopkins University School of Medicine in Baltimore, said in an interview.

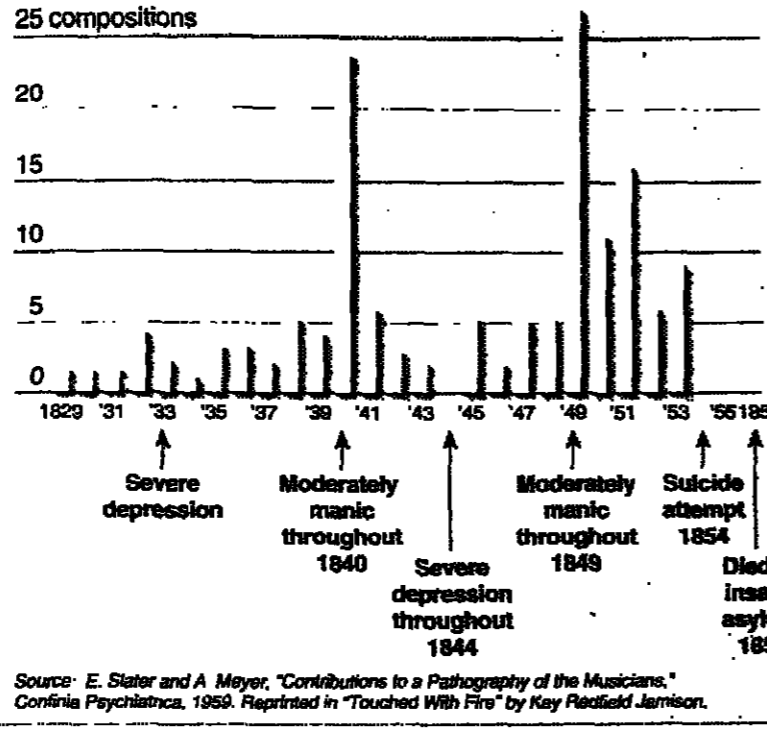
Importantly, the periods of either mania or depression are interrupted by long stretches of normality in which the artists appear in command of their work.

"People have a problem with the idea that someone can be both very healthy and very ill," Dr. Jamison said. "But those with manic depression can be very scarred and extremely confident at the same time."

Although creativity is obviously an essential element in many professions, the link between

Mapping Madness and Genius

The quantity, if not the quality, of the composer Robert Schumann's output varied strikingly with episodes of depression and mania and the relatively benign periods between. He lived from 1810 to 1856, when he died of self-starvation.



Source: E. Slater and A. Meyer, "Contributions to a Pathography of the Musicians," *Continia Psychiatrica*, 1958. Reprinted in "Touched With Fire" by Kay Redfield Jamison.

creativity and mental instability is more pronounced in the arts than in other fields. For example, Dr. Arnold M. Ludwig, a professor of psychiatry at the University of Kentucky Medical Center in Lexington and author of a forthcoming book, "The Price of Greatness"

seemingly incongruous thoughts and to reorganize the ordinary into the extraordinary — the essence of artistic creation. Preliminary brain imaging studies do indicate that different regions of the brain are perturbed during either manic or depressive episodes, bolstering the idea that a bipolar mood disorder could be a global arouser of mental activity.

Dr. Jamison and others also propose that the excessive energy of a manic episode may give rise to a volcano of ideas that the mind can then shape into something meaningful during the less frenetic, more skeptical moments of a depression or a bout of normality.

Some researchers are looking at the problem from an evolutionary angle, arguing that manic depression is not a disease but a trait, a fairly common genetic variation on a temperamental theme that in prehistoric times conferred strong advantages to those who inherited it.

Observing the striking concordance between emotional volatility and creativity, some researchers are now seeking to understand the neurobiological basis of both mental instability and inspiration, and to learn how a mood disorder may nourish or sharpen creative thinking.

Some scientists suggest that because manic-depressive patients are ever riding the biochemical express between emotional extremes, their brains end up more complexly wired and remain more persistently plastic than do the brains of less mercurial sorts.

IN BRIEF

Prostate-Drug Tests Begin on Large Scale

WASHINGTON (AP) — Researchers have announced the first large-scale test of a drug that holds promise for preventing prostate cancer.

Diabetics Don't Get Needed Eye Exams

CHICAGO (AP) — About half the adult diabetics in the United States are not getting yearly eye examinations that could help prevent blindness, researchers say.

Ozone in Antarctica Reaches Record Low

WELLINGTON (AP) — The amount of ozone above Antarctica has reached a record low. New Zealand's National Institute of Water and Atmospheric Research has confirmed.

Epilepsy's Impact on Artistry

NEW YORK — Apart from mood disorders, other disturbances of the brain have been associated with artistic creation, in particular temporal lobe epilepsy.

Seizures are different physiological events from episodes of mania or depression, but they can exert on an artist a similar sense of grandeur and mastery.

suffered while boxing, profoundly defines his personality and his work.

"Before my injury, I wasn't inclined to be a reader, or obsessed with God and the meaning of life," he said.

Religious, and famously mad, creators may have suffered from both temporal lobe epilepsy and manic depression, including Edgar Allan Poe and Vincent van Gogh.

Whether it's the best in dim sum, delicious but secret sushi bars or the finest of French tables, she will guide readers with articles about inexpensive restaurants as well as the grand ones in the world's major cities.

Rate the world's best restaurants with Patricia Wells.

The IHT's restaurant critic has set out on a rare and ambitious gastronomic journey, a search for the 10 best restaurants in the world. Beginning on Monday with Hong Kong, she will be rating, in month-to-month articles, the top restaurants from region to region, and comparing them to one another.



Don't miss this series. COMING OCTOBER 18th Hong Kong

Patricia Wells is the author of 'The Food Lover's Guide to Paris', now in its third edition.

PARIS FASHION

For Valentino, No Tease Needed

By Suzy Menkes

PARIS — Valentino's show Wednesday was one long tease. There were side-splitting skirts showing a length of lacy hose; quivering corset bodices above brief flutters of chiffon; lacy insets on linen like the finest white tablecloths, and dresses dangerously suspended from twisted straps.

The tension was palpable. The actress had been broadcast as the star of the show, and things that would normally make photographers palpitate — Claudia Schiffer half in and half out of navy chiffon and Naomi Campbell in cappuccino lace — went by with hardly a flash.

And then at long, long last she made it. A white Chinese lampshade with a veil trailing over the top perambulated awkwardly down the runway. Sturdy legs in white lace tights. Hands twisting the bouquet of red roses in embarrassment. And then a well-groomed groom appeared on the runway: Valentino himself, beaming all over his face and mouthing to the audience "Do you like my bride?"

Well, you wouldn't expect an actress who has made a career of forgetting to put underwear on being much good at showing clothes. But Stone apart, and his repetitiveness apart, and forgetting flower-bud patterned tunics and hose, the show was perfectly lovely.

The show was like that. A bit of vintage Saint Laurent in butter-soft black-satin lingerie dresses that knocked the lace socks off everyone else. A flash of his



The Josephine Baker look from Yves Saint Laurent.

artistic sense came as a bright blue jacket with green pants. Otherwise it was the old familiar tinkering with the tailoring: a navy jacket with shiny satin pants. The show had softened up and the opening knitwear — long skinny dresses reaching the ankles and worn with flat sports shoes — had a certain jaunty freshness.

There was something out of Africa — bold prints that were strong, feathered coxcombs that were witty and grass skirts that were a fit. Someone in the studio must have thought that making the lace-trimmed short skirts from the couture — pretty and saucy though they were — needed a bit of jazzing up.

hanger-shaped hats. What was this Seventh Avenue show doing on a Paris runway? And where has Oscar been while the great wave of change has washed over fashion? In some corner of Manhattan that is for ever 1980s.

The greatest couture show in town was put on by Vivienne Westwood, who has moved so far from her Punk Queen image that she turned the racoon ball room of the Grand Hotel into a couture salon (the better to show off the panther print carpet for her sponsors.) Westwood, 50, has an extraordinary talent and her show had all the urgency and immediacy that the couture ready-to-wear shows had lacked. The show had a funny, funky, fin-de-siècle naughtiness, from the Elza Du Little hats to the bustle skirts peeling off to show a cloud of chiffon blouse as the chicest dishabille.

Westwood's silhouette was taut and tight for jackets raised slightly in the waist. Her pants were wide and soft and even included something that the world may not be waiting for — palazzo pants with twin trains. Hand-crocheted knits — like short striped man's uniforms — were pretty and sporty. And that was Westwood's story. A model flutter of prettiness in the models came out with pink-and-white porcelain faces and a fuzz of curly hair. The once wacky British designer has grown in stature without losing her subversive spirit. What does she think of the fashion's current punk revival? "Desperate" she said.

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NYSE

Wednesday's Closing
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

12 Month
High Low Last Day

Symbol	High	Low	Last Day
IBM	125.25	124.50	125.00
MSFT	34.50	34.00	34.25
ORCL	29.75	29.50	29.75
INTL	11.50	11.25	11.50
DIS	24.50	24.25	24.50
WMT	28.75	28.50	28.75
PG	26.50	26.25	26.50
KO	22.50	22.25	22.50
JNJ	38.50	38.25	38.50
MRK	32.50	32.25	32.50
ABB	36.50	36.25	36.50
GE	28.50	28.25	28.50
BA	32.50	32.25	32.50
GM	18.50	18.25	18.50
F	12.50	12.25	12.50
GM	18.50	18.25	18.50
F	12.50	12.25	12.50
...

IBM shares were up 25 cents to \$125. Microsoft was up 25 cents to \$34.25. Oracle was up 25 cents to \$29.75. International Business Machines was up 25 cents to \$11.50. Disney was up 25 cents to \$24.50. Walmart was up 25 cents to \$28.75. Procter & Gamble was up 25 cents to \$26.50. Coca-Cola was up 25 cents to \$22.50. Johnson & Johnson was up 25 cents to \$38.50. Merck was up 25 cents to \$32.50. Abbott was up 25 cents to \$36.50. General Electric was up 25 cents to \$28.50. Boeing was up 25 cents to \$32.50. General Motors was up 25 cents to \$18.50. Ford was up 25 cents to \$12.50.

...the market was up 100 points to 5,800. The Dow Jones Industrial Average was up 100 points to 5,800. The S&P 500 was up 100 points to 5,800. The Nasdaq Composite was up 100 points to 5,800. The Russell 2000 was up 100 points to 5,800. The market was up 100 points to 5,800. The Dow Jones Industrial Average was up 100 points to 5,800. The S&P 500 was up 100 points to 5,800. The Nasdaq Composite was up 100 points to 5,800. The Russell 2000 was up 100 points to 5,800.

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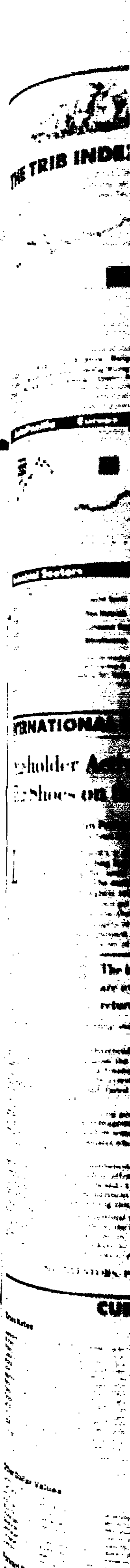
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THE FUTURE of PRIVATIZATION in EUROPE

THIS MAJOR international conference will take place in Paris on November, 9-10. A distinguished group of speakers from government, leading corporations and the legal and financial sectors will examine the outlook for privatization in Europe.

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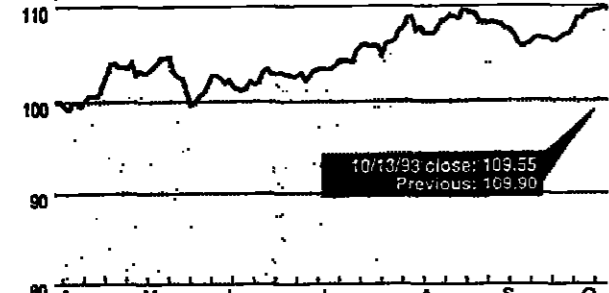
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THE TRIB INDEX: 109.55

International Herald Tribune World Stock Index, composed of 230 internationally investable stocks from 20 countries...



The index tracks U.S. dollar values of stocks in: Tokyo, New York, London, and Australia, Austria, Belgium, Canada, Denmark, Finland, France, Germany, Hong Kong, Italy, Netherlands, New Zealand, Norway, Singapore, Spain, Sweden and Switzerland.

Table with 3 columns: Asia/Pacific, Europe, N. America. Includes sub-indices for Energy, Utilities, Finance, and Services.

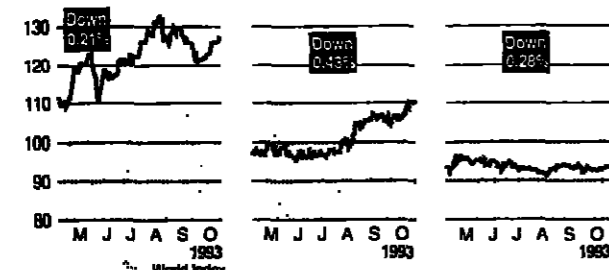


Table titled 'Industrial Sectors' with columns for Sector, Price, Change, and % Change. Includes Energy, Capital Goods, Raw Materials, Consumer Goods, and Miscellaneous.

For readers desiring more information about the International Herald Tribune World Stock Index, a booklet is available free of charge by writing to: Trib Index, 181 Avenue Charles de Gaulle, 92521 Neuilly Cedex, France.

Retailer To Shut 720 Stores

Woolworth Plans 13,000 Job Cuts

NEW YORK — Woolworth Corp., the U.S. retailer, said Wednesday it would close 720 stores in North America and eliminate 13,000 jobs over the next several months to improve profit.

In addition to closing 720 stores, Woolworth said it would redesign 250 others to "best allocate its resources to its most profitable retail formats." The locations of the affected stores were not disclosed.

The announcement marks a new retrenchment stage for Woolworth. Early last year the company had begun closing 900 money-losing U.S. outlets, mostly its old-fashioned general merchandise stores.

A Marriage of the Media

Bell Deal to Blend Phones, Cable TV

By John Markoff, New York Times Service

SAN FRANCISCO — If the synergy is real, the biggest winner to emerge from the planned acquisition of Tele-Communications Inc. by Bell Atlantic Corp. may be the American consumer.

By prospecting to ally with his most natural enemy — a telephone company — Mr. Malone has provoked a fusion of two crucial technologies: the U.S. cable system and its telephone network.

unified medium," said John Moussouris, a computer designer who is president of Microunity Systems Inc.

Indeed, by blending the telephone with video, Tele-Communications and Bell Atlantic may ignite an explosion of information services that will go far beyond the conventional ideas of video-on-demand and consumer shopping that are presumed to be the first commercially viable businesses on the digital information highway.

That kind of direct experience will likely transform the way we view news and other information gathering in our society, said Ms. Caruso.

Latest Figures Cast Doubt on U.K. Recovery

By Erik Ipsen, International Herald Tribune

LONDON — In a development that economists labeled "the worst of all possible worlds" for Britain's presumed economic recovery, the government reported Wednesday an unexpected decline in manufacturing output coupled with an even more surprising rise in inflation.

Conservative MPs and ministers are desperate to keep the economy growing and don't want the chancellor to take any chances with the recovery," said Warwick Lightfoot, a former Treasury adviser now with the Royal Bank of Scotland.

"There really shouldn't be any pressure on prices at the moment," said Sally Wilkinson, an economist at Morgan Grenfell.

There is a good chance that underlying inflation will exceed the government's targets by next year," said Nigel Pain, an economist at the National Institute for Economic and Social Research. In fact, he and many others see inflation exceeding the target by half a percentage point as early as the first quarter of next year.

Curiously, half a percentage point is precisely what most experts calculate will be added to the inflation rate by tax increases announced by the government last spring. That 1/2 billion package of delayed-action taxes left big increases in the price of heating fuels and other items looming on the horizon. The truck for the chancellor is on an already fragile recovery.

Other European currencies also fell against the German unit. Over the past few days, there have been growing expectations of fresh currency turmoil within the exchange-rate mechanism of the European Monetary System, with interest

U.S. to Gauge Japan Trade

By Andrew Pollack, New York Times Service

TOKYO — As a keystone of its new approach to trade with Japan, the United States will demand that foreign companies gain the same market share for various goods and services in Japan as foreign companies have in other industrialized nations, a senior U.S. official said Wednesday.

framework, then the United States will set such indices by itself.

The two nations had introductory talks under the framework in September, but this week and next the United States is presenting concrete proposals in three high priority sectors — insurance, automobiles and auto parts — and government procurement of telecommunications and medical equipment.

INTERNATIONAL MANAGER

Shareholder Activists Tap Their Shoes on the Table

By Tom Petrino, Los Angeles Times Service

LOS ANGELES — There's a new sound that company directors are surely finding hard to ignore: The echo of recent saber rattling by some of the nation's biggest institutional investors. The message from these investing giants is that they expect the highest returns possible from their stocks in the 1990s.

Today, most of the raiders are long gone. But the pressure they applied to individual corporate managements has been replaced by a force that is much broader and in some ways more intense: the pressure by institutional shareholders who want their stock portfolios to soar in the '90s.

The investing giants are expecting higher returns in the '90s.

U.S. Plans to Sell Abortion Pill Stall

By Tamar Lewin, New York Times Service

NEW YORK — Six months after the French company that makes the abortion pill RU-486 agreed to license the drug to an American contraceptive-research group, the plans to bring RU-486 to market in the United States remain stalled.

Dr. David A. Kessler, commissioner of the Food and Drug Administration, announced in April that Roussel Uclaf SA, the company that holds the patent to RU-486, would allow the Population Council, a nonprofit research group based in New York, to find a U.S. manufacturer for the drug, conduct clinical tests and win government approval to sell the drug in the United States.

Advertisement for CORUM watches. Features images of several luxury watches with metal bracelets and leather straps. Text includes 'CORUM Maitres Artisans d'Horlogerie', 'ROMULUS. A classical beauty.', and 'The master craftsmen at Corum have signed the original of this model whose unique design and purity of line are often imitated.'

CURRENCY & INTEREST RATES

Table with multiple columns: Cross Rates, Eurocurrency Deposits, Key Money Rates, and Forward Rates. Includes data for various currencies and interest rates as of Oct. 13.

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MARKET DIARY

Large Media Stocks Grab the Limelight

NEW YORK — Stock prices moved higher Wednesday in active trading as news of a huge merger helped communications and entertainment issues grab the limelight. The Dow Jones industrial average, which slid 0.28 point Tuesday, climbed 10.06 points to finish at 3,603.19.

Trading was active, with about 290 million shares changing hands, compared with about 265 million on Tuesday. Declining issues edged out advancing ones. The S&P 500 added 0.38 point, to 461.50. The Nasdaq composite index hit its third straight record close, rising 6.51 points to 778.97 on record volume of 411 million shares.

Disney climbed 4 1/2 to 4 3/4 as news that Bell Atlantic had agreed to acquire Tele-Communications and Liberty Media for more than \$21 billion. It represents the second-largest corporate deal in history.

Bell Atlantic was up 5 1/2 to 65 1/2, while Tele-Communications, the most active issue on the Nasdaq, was up 3 to 31 1/2, and Liberty was up 2 1/2 to 29 1/2. Paramount was up 1 1/2 to 77 1/2, QVC was up 2 1/2 to 57 1/2, and Viacom was up 4 1/2 to 57, with class A shares up.

Continued from Page 10 rates still generally high and economies still mired in recession. The Belgian franc came under heavy pressure, tumbling to a three-year low and forcing the Belgian central bank to intervene.

The dollar closed in New York at 1.6015 DM and 5.6525 French francs, slightly from 1.5957 DM and 5.6075 francs.

One factor bolstering the mark was recent remarks by the new Bundesbank president, Hans Tietmeyer, who said German interest rates would not be cut any time soon.

Remarks made Tuesday on the franc by Finance Minister Edmond Alphandery of France, in which he appeared to condone the recent franc devaluation, were seized as a ploy to sell the franc, said a trader at Societe Generale.

Speaking before parliament, Mr. Alphandery had said that franc was now more competitive than it was in September 1992, and that this would boost French exports.

Traders said they had seen the Bank of France buying marks Wednesday at a level a little above 3.52 francs. The dollar was barely changed, however, in lackluster trading with most activity in the market focused on the Belgian and French francs.

Dealers said dollar trading was largely focused on Friday's release of U.S. producer price and retail sales data. The dollar closed in New York at 1.6015 DM and 5.6525 French francs, slightly from 1.5957 DM and 5.6075 francs.

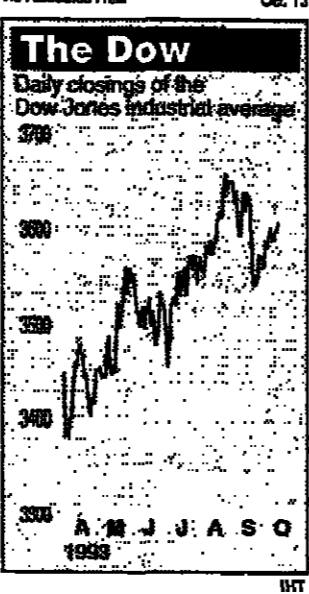


Table titled 'Dow Jones Averages' showing Open, High, Low, and Last values for various indices like Industrials, Transportation, Utilities, etc.

Table titled 'Standard & Poor's Indexes' showing High, Low, Close, and Change for various sectors like Industrials, Financials, etc.

Table titled 'NYSE Most Actives' listing top trading stocks like Pfizer, Bell Atlantic, and Liberty Media with their volume and price changes.

Table titled 'NYSE Most Actives' (continued) listing more active stocks like Amgen, Pfizer, and Liberty Media.

Table titled 'NYSE Most Actives' (continued) listing additional active stocks like Amgen, Pfizer, and Liberty Media.

Table titled 'NYSE Most Actives' (continued) listing further active stocks and their market performance.

Table titled 'Dow Jones Averages' showing market performance for various sectors like Industrials, Transportation, etc.

Table titled 'Standard & Poor's Indexes' showing performance for various industry groups like Industrials, Financials, etc.

Table titled 'NYSE Most Actives' showing the most actively traded stocks on the NYSE.

Table titled 'NYSE Most Actives' showing another set of actively traded stocks.

Table titled 'NYSE Most Actives' showing further active stocks.

Table titled 'NYSE Most Actives' showing more active stocks.

Table titled 'NYSE Most Actives' showing final set of active stocks.

Table titled 'EUROPEAN FUTURES' showing prices for various European market futures.

Table titled 'Food' showing prices for various food commodities like Cocoa, Coffee, etc.

Table titled 'Metals' showing prices for various metals like Aluminum, Copper, etc.

Table titled 'Financial' showing prices for various financial instruments like Treasury bills, etc.

Table titled 'Grains' showing prices for various grain futures like Wheat, Corn, etc.

Table titled 'Livestock' showing prices for various livestock futures like Cattle, Hogs, etc.

Table titled 'Food' (continued) showing more food commodity prices.

Table titled 'Food' (continued) showing further food commodity prices.

U.S./AT THE CLOSE

Travelers Takes Charge for Asbestos HARTFORD, Connecticut (AP) — Travelers Corp. said Wednesday it was adding \$325 million to its property-casualty reserves for asbestos and other environmental claims and litigation, and as a result expects a loss for the third quarter.

The addition to reserves will result in an after-tax charge of \$211 million, or \$1.44 per common share in the quarter. Without the charge, operating results would have shown an improvement, the company said.

CBS Surges to a Record 3d Quarter NEW YORK (NYT) — CBS Inc. said Wednesday that the confluence of improved sales and several one-time factors provided a third quarter of record earnings. Net income for the period that ended on Sept. 30 rose to \$118.3 million, a gain of 177 percent over the 1992 period, as the company's share soared \$8.75 to a record \$285.125 in active trading.

The gains were prompted in large part by the network's continued ratings dominance. CBS moved in front of ABC and NBC two years ago and has held its lead into this season, enabling the network to charge higher advertising rates.

Venture Capital Lifts First Chicago CHICAGO (Knight-Ridder) — First Chicago Corp. said Wednesday that its stronger-than-expected third-quarter earnings results were boosted by solid results for its venture capital and credit and real estate.

The company posted earnings of \$284.1 million in the third quarter, compared with a loss of \$372.4 million a year ago.

Greenspan Rejects Assant on Fed WASHINGTON (Combined Dispatches) — The chairman of the Federal Reserve, Alan Greenspan, staunchly defended the central bank and its way of doing business Wednesday, saying legislative proposals to usurp its independence would be a "major mistake" that could injure the economy.

Mr. Greenspan testified before the House Banking Committee, whose chairman, Representative Henry B. Gonzalez, Democrat of Texas, is working to reform financial regulation.

Mr. Greenspan said that economic growth would be harmed and inflation could be higher if Congress made the mistake of "putting the conduct of monetary policy under the close influence of politicians subject to short-term election cycle pressures."

Delta Sees Improvement in Results ATLANTA (Bloomberg) — Delta Air Lines said Wednesday it expected that moves to reduce expenses and increase productivity would lead to improved results for its first financial quarter when they are reported on Oct. 28.

Delta posted a loss of \$106.7 million in the same quarter a year ago. It posted a loss of \$1 billion for the entire year.

Medical Marketing Shares Plummet MONTVALE, New Jersey (Bloomberg) — The shares of Medical Marketing Group Inc. plunged 21 percent to \$26.75 on Wednesday after the company said its largest shareholder, Medco Containment Services Inc., would buy the remainder of Medical Marketing at a 26 percent discount.

Medco, itself part of a proposed \$6 billion merger with Merck & Co. Inc., will pay \$25 a share for 5.7 million Medical Marketing shares, or about 45.8 percent of Medical Marketing's outstanding shares.

First Investors Agrees to Settlement NEW YORK (AP) — First Investors Corp. agreed Wednesday to pay \$7.5 million to settle allegations that it misled investors into buying high-risk junk-bond funds.

First Investors' president, chief executive and two directors will be temporarily suspended from supervising the Wall Street firm's mutual funds. First Investors and the officers did not admit any wrongdoing.

WORLD STOCK MARKETS

Table titled 'WORLD STOCK MARKETS' showing market performance for various international markets like Amsterdam, Brussels, Frankfurt, etc.

Table titled 'WORLD STOCK MARKETS' (continued) showing market performance for various international markets.

Table titled 'WORLD STOCK MARKETS' (continued) showing market performance for various international markets.

BRITAIN: Latest Figures Cast Doubt on Recovery

Continued from Page 10 concerns that Britain's export-led recovery is losing what little steam it had. "British manufacturers are running into the icy headwind of the Continental recession," said Ian Amstutz, chief economist at Bankers Trust in London.

In spite of a 12 percent devaluation in the value of the pound over the past year, British companies are struggling to gain ground in Euro-

pean commodity markets that typically absorb more than half of their exports. On Monday, the government had disclosed that Britain's trade deficit with the Community in the first seven months of the year had soared to \$8.7 billion, 30 percent wider than a year earlier.

"The problem is that the recovery is becoming less export-led and more consumer-led," said Mr. Amstutz.

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U.S. FUTURES

Table titled 'U.S. FUTURES' showing prices for various U.S. market futures like S&P 500, Dow Jones, etc.

Table titled 'U.S. FUTURES' (continued) showing prices for various U.S. market futures.

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Euro Disney: No Longer a Blue-Chip?

PARIS—Shares in Euro Disney SCA, the embattled theme park operator, have been battered this week on rumors it may drop the French blue chip CAC-40 index, analysts and traders said Wednesday.

“A lot of indexed funds have taken fright and sold Euro Disney on the rumor,” said Jacques Folzon, an analyst at Transbourse. Indexed funds buy shares of companies in the indexes whose performance the funds try to match, regardless of the performance by individual shares.

UAP Sets Sights on Allianz Colonia Deal Fires Up French Insurer

PARIS—Fresh from its takeover of a German insurance company, Union des Assurances de Paris said Wednesday it was ready and able to compete with Europe's biggest insurer, Allianz AG of Germany, in the European market.

Ciba-Geigy Reports Flat Sales

BASEL—Ciba-Geigy AG said Wednesday that consolidated sales in the first nine months of the year totalled 17.08 billion Swiss francs (\$12.2 billion), unchanged from a year earlier.

British Carriers Taking Aim at Aer Lingus Aid

BRUSSELS—The EC Commission began an investigation Wednesday into Irish state aid for Aer Lingus, and two British rivals said they would lodge formal complaints against the assistance.

Without the 175 million punt (\$257 million) government investment, the future of the Irish carrier is in doubt.

Swissair said Wednesday that talks with three other European airlines involved in the Alcazar merger plan failed to resolve several key issues on Tuesday but would continue, Bloomberg Business News reported from Zurich.

Investor's Europe

Table with columns: Exchange, Index, Wednesday Close, Previous Close, % Change. Rows include Frankfurt DAX, London FTSE 100 Index, Paris CAC 40, Amsterdam CBS Trend, Brussels Stock Index, etc.

Very briefly:

- Ente Nazionale Idrocarburi, the Italian state energy holding company, said the sale of Nuovo Pignone SpA, its turbine unit, was in its "final phase"; the prospective buyers were not named.
• The EC Commission approved a 64.5 million Deutsche mark (\$40 million) German state aid package for Adema Opel AG to help the General Motors Corp. unit modernize and expand production of diesel engines.
• The European Court of Justice ruled that the Community was justified in imposing a 26.3 percent anti-dumping duty on compact disc players made in Japan and South Korea by Matsushita Electrical Industrial Co.
• European car sales dropped 9.7 percent in September from a year earlier, pushing the total decline for the 17 countries tallied to 15.4 percent for the first nine months of the year.
• Forte PLC said would spin off its airport services unit on the London Stock Exchange early next year as part of its strategy of concentrating on its hotel and restaurant businesses.
• Wells AG, the German maker of hair-care products, said it planned to convert some registered shares into common shares and list about one-fifth of them on international stock exchanges; two-thirds of Wells' capital is held by the founding Stroher family as registered shares.

ASIA/PACIFIC

China Stokes the Transport Engine Wall Street Jumping on Investment Opportunities

BEIJING—With its economy experiencing breakneck growth, China is moving ahead with big plans to expand its fledgling transportation network. And that has top Wall Street investment bankers pounding at the door.

Much needs to be done. China's city streets are routinely jammed and its emerging highway system is not up to the task of supporting the transport needs of an economy growing at a 14 percent clip.

said Deryck Maughan, chairman and chief executive of Salomon Brothers. Beijing has not spent much on transportation in recent years. From 1985 to 1990, transport investment was only 1.4 percent of gross national product, according to the World Bank.

From 1985 to 1990, transport investment was only 1.4 percent of gross national product.

year, compared with the same period last year, the State Statistics Bureau reported. To change this, China's current five-year plan envisions construction of 180 extra shipping berths, 90,000 kilometers of new roads and building or upgrading 20,000 kilometers of railways. Massive expansion of airports, waterways and subways also is under way.

Wharf Holdings is building a container port in Wuhan, on the upper reaches of the Yangtze, and a rail link from Wuhan to Hong Kong. Hutchison Whampoa will upgrade a container port in Shanghai. Both projects will cost over \$1 billion.

For now, buying shares of these Hong Kong firms is the easiest way to take a stake in China's transport network, analysts say. But Salomon Brothers and other investment banks plan to join in China's spending spree directly. They hope to line up joint venture projects between major international construction companies and local partners and help raise the start-up financing.

The southern province of Guangdong has led the way in setting up shareholding corporations. Guangdong Provincial Freeway Corp. and Guangzhou Railway Corp. were set up earlier this year. In April, the freeway corporation entered a \$250 million joint venture to build a 65-kilometer expressway between two of the province's special foreign-investment zones, the official China Daily reported.

BAE Still Holds Out Hope for Venture As Taiwan Wavers

LONDON—British Aerospace PLC said Wednesday it was still optimistic about its long-delayed \$775 million joint venture with Taiwan Aerospace Corp., although the Taiwanese government said it would no longer try to save the deal.

BAC and TAC signed a pact in January to form a 50-50 joint venture to make the RJ family of 75- to 115-seat regional passenger jets, which would be assembled in Britain and Taiwan.

In answer to questions from opposition legislators Wednesday, Economics Minister Chiang Pin-kung told parliament that "at present, this venture is not proceeding" and that his government would leave the decision on whether to try and save the deal to TAC.

Investor's Asia

Table with columns: Exchange, Index, Wednesday Close, Previous Close, % Change. Rows include Hong Kong, Singapore, Sydney, Taipei, Kuala Lumpur, Bangkok, Seoul, New Zealand, Bombay.

Very briefly:

- Daiwa Securities Co., benefiting from Japan's stock rally, projected that its profit would rise more than 17 times from a year ago to \$3.3 billion yen (\$333 million) for the six months ending Sept. 30.
• Cantor Fitzgerald Securities Corp. of the United States has been authorized to operate a brokerage business in Japan, bringing to 49 the number of foreign securities companies operating in the country.
• Korea First Bank, South Korea's largest bank, will open several branches in China, the official China Daily said.
• Daewoo Group of South Korea said it would link with China, Singapore and India in a joint venture to produce mid-sized passenger jets.
• China's first dragon bond, a class of bond denominated in foreign currencies, will be a \$300 million 10-year issue, said Lehman Brothers Securities Asia Ltd., the underwriter.

CABLE: Bell Atlantic to Be 6th-Biggest U.S. Company After Takeover

Continued from Page 1 est American company, combining concerns whose customers include 42 percent of the U.S. population, with a commitment to make "a major step in upgrading the nation's communications infrastructure."

With a massive customer base in place, Bell Atlantic will invest in fiber-optic transmission and other technology to enhance its network.

Bell Atlantic, based in Philadelphia, has 18.4 million phone lines in six eastern states and the District of Columbia, while Denver-based TCI serves more than 10 million cable TV homes. A pending acquisition of Liberty Media Corp. will bolster TCI's subscriber count above 13 million, or 23 percent of the U.S. households that receive cable. TCI already owns half of Liberty, having previously spun off the rest.

Given its size, the Bell Atlantic purchase of Tele-Communications is almost certain to raise regulatory issues. But the Federal Communications Commission seems unlikely to oppose it.

The FCC chairman, James Quello, said: "The Bell Atlantic purchase of TCI represents the most momentous deal of the decade in this decade of huge mergers, acquisitions and joint ventures. It has the constructive potential to expedite the initiation of competitive superhighways with multichannel, multiplexed service to the public."

GATT: Talks Fail to Bridge Gaps

Continued from Page 1 early July only underscored how little progress has been made in the past three and a half months.

He declined to discuss details except to reiterate his position that audiovisual products should be included in a GATT agreement but should receive special protection. Mr. Kantor expressed some sympathy for European cultural arguments, but he said that the entertainment industry supported 5 million U.S. jobs and that artistic freedom also was at stake.

H.K. Acts to Ease Its Currency

HONG KONG—The Hong Kong Monetary Authority took long-awaited action Wednesday to cool down the Hong Kong dollar after the currency strayed too far from its official peg of about 7.8 to the U.S. dollar.

The monetary authority injected an extra 1 billion dollars (\$130 million) into the local banking system to try to ease pressures that have pushed the Hong Kong dollar up sharply in the past week.

INVESTORS: U.S. Shareholder Activists Are Making Noise in Corporate Boardrooms

Continued from Page 9 is there for future pensioners is to writing the maximum return from every stock in the portfolio.

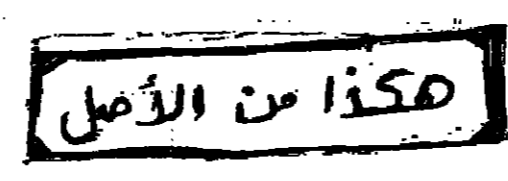
The activist-shareholder movement got a huge boost last week from TIAA-CREF, the primary pension fund for the nation's teachers.

Joseph Grundfest, associate professor of law at Stanford University and a former Securities and Exchange Commission member, noted that high-profile shareholder campaigns to pressure such floundering companies as Sears, IBM, Westinghouse and Eastman Kodak over the past year have in many cases produced measurable results—a change of management, a higher stock price or both.

Leveraged Capital Holdings

Weekly net asset value on 11-10-93 US \$ 63.44 Listed on the Amsterdam Stock Exchange

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NASDAQ

Wednesday's Prices
NASDAQ prices as of 4 p.m. New York time. This list compiled by the AF, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg

12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
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12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
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12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg

AMEX

Wednesday's Closing
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg

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12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg
12 Month	High	Low	Stock	Div	Yld	PE	High	Low	Latest	Chg

Notes: Figures are unofficial. Yields shown and last reflect the previous 12 months' data. Dividend yields are based on the most recent dividend payment. Dividend yields are based on the most recent dividend payment. Dividend yields are based on the most recent dividend payment.

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World Standards Day

TELECOMMUNICATIONS IN EUROPE

Creating New Links

INSIDE**PAGE 14**

Careful steps toward agreement: how a standard is created

PAGE 15

ETSI: the encounter between economics and technology

PAGE 16

EC sees a duty to help consumers: an examination of the role of the community
Necessity is the mother of cooperation: the trend toward mergers
Standards: a high-profile day in the telecom world
Clearing a path through the acronym jungle

PAGE 17

Intellectual property rights: the need to standardize vs. the right to protect

PAGE 18

Industry trends: after the telecom boom, the multimedia contest
Market forces play key role: the work of the Program Advisory Committee

PAGE 20

The global future of telecommunications: a legal look at the implications

PAGE 21

Privatization: for many, it is not the complete answer
The benefit for customers: freedom of choice

PAGE 22

'A Crucial Element of EC Policy': an interview with Michael Niebel,
EC telecom expert

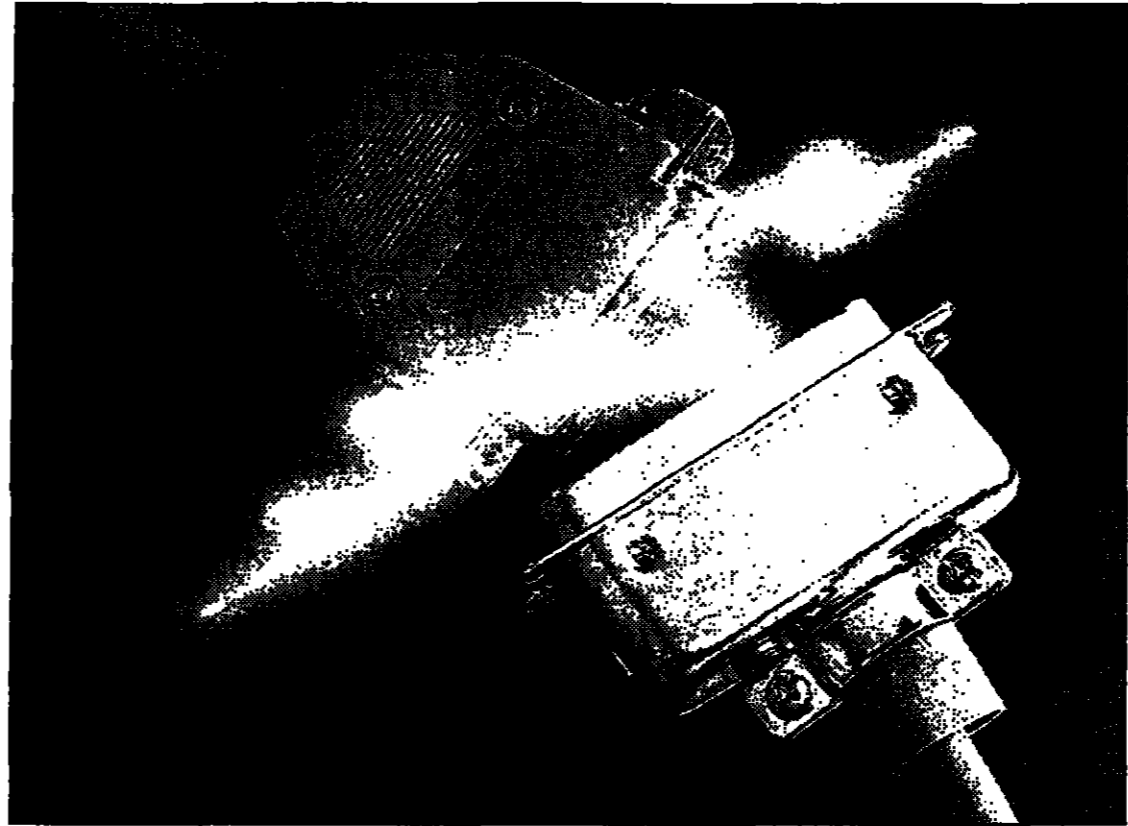
PAGE 24

Global standards? a 'double-edged sword'
The new project RISE: standards themselves need standards

WORK IN PROGRESS

ETSI Technical Committees are dealing with a wide range of issues, from digital audio and video to the business case for corporate networks. Up-to-date reports on the status of selected technologies can be found on pages 14, 15, 16, 18, 20, 21, 22 and 24.

In association with



"Only connect ... the prose and the passion," wrote E.M. Forster. In the field of telecommunications, however, the connections are multiple - not only between different types of software and electrical interfaces, but between people and ideas, between the states of Europe, between Europe and the world. ETSI is about more than economic advantages and industrial growth. The real importance lies in the creative spark at the point of connection.

STANDARDS MAKE SENSE OF TECHNOLOGICAL DISORDER

Successive waves of innovation have revolutionized the way we deal with facts, figures and even faces at a distance. Numerous international standard setters have sought to channel and contain the torrent of technology, but few have been asked to do so against such a challenging background as the European Telecommunications Standards Institute (ETSI).

Standards exist to harness technology. They draw the line between general ideas and precise definitions. Only then can the technology be channeled, by way of plugs, protocols and interfaces, into market applications. At least, that is the theory.

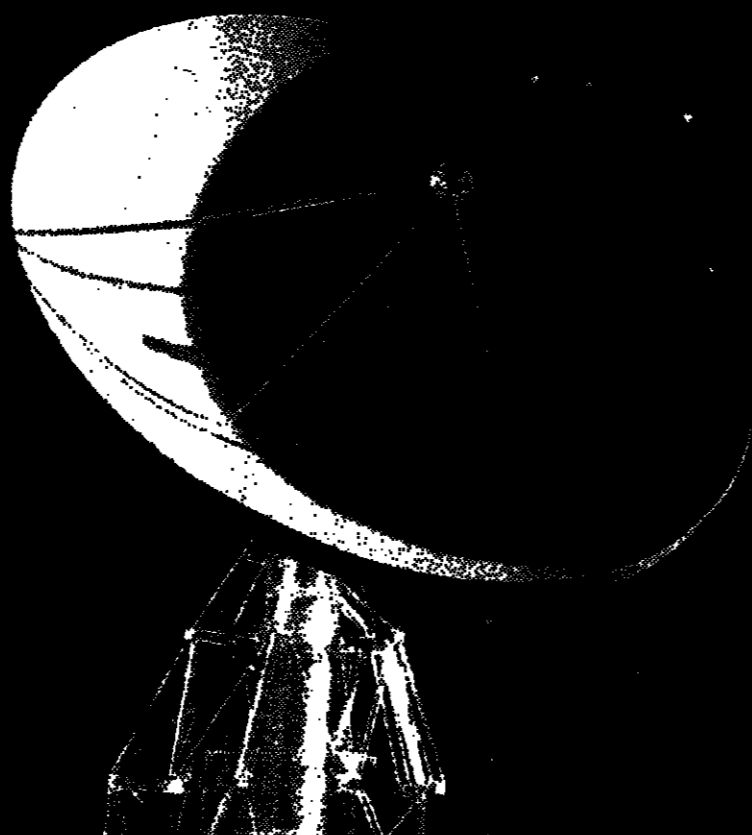
International standards inevitably concern the telecom industry - its networks mesh to form the world's largest and most complex single system. Computer makers are also involved, and now a number of international bodies, notably the International Telecommunications Union (ITU), the International Standards Organization (ISO), and the International Electrotechnical Commission (IEC) are actively engaged with ETSI in the pursuit of standards for both.

To mark World Standards Day (today, Oct. 14) the heads of the above-listed organizations have issued a joint message - information management,

they say, is faster and better with global standards. While no one can safely predict all the effects that machines combining the telephone, telex, computer, photocopier and video camera may have on business and leisure, expert observers claim that "an electronic jungle will result unless this exciting rush of developments is channeled productively by international standards."

As computers and telecommunications grow inextricably closer, ETSI's stated aim is to produce the technical standards necessary to achieve a large,

Continued on page 14

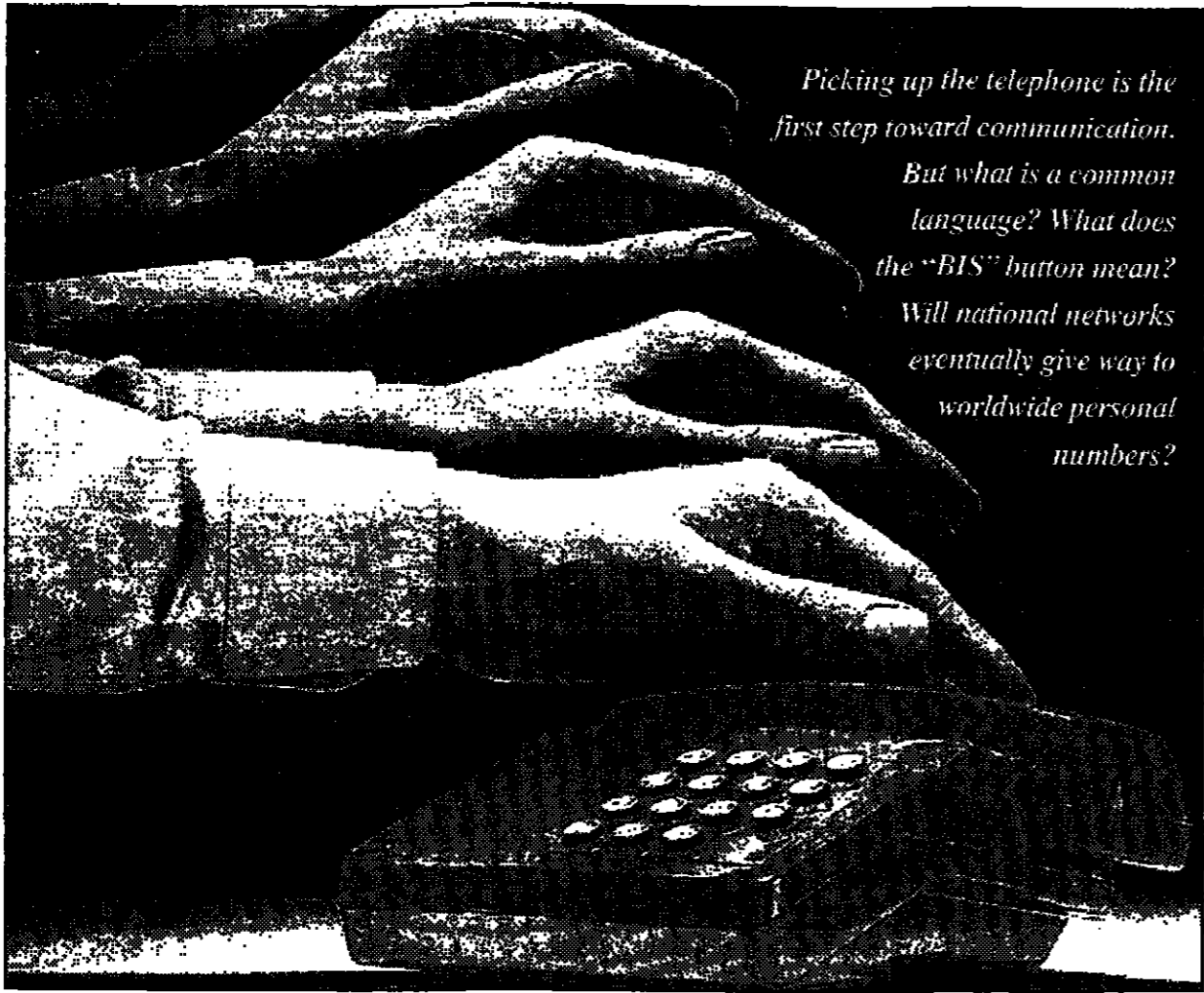


THE SKY IS THE LIMIT

Telecommunications. A term that suggests vast distances, vast areas of silence. Yet through space and through silence itself communication goes on, every moment, every day. We use satellites, telecom networks and state-of-the-art transmission systems to communicate, to get to know one another. The Stet Group includes over 50 companies which operate in all areas of telecommunications. They manage services, they build plants, they install networks. Their advanced data transmission systems and satellite communication services allow thousands of businesses to link up with each other across the globe. The Stet Group is a holding company with a controlling interest in firms specializing in electronic publishing, information technology, marketing and communications. Stet, pushing forward the frontiers of telecommunications.



TELECOMMUNICATIONS IN ITALY AND WORLDWIDE



Picking up the telephone is the first step toward communication. But what is a common language? What does the "BIS" button mean? Will national networks eventually give way to worldwide personal numbers?

CAREFUL STEPS TOWARD AGREEMENT

When you dial an international call, send a fax message abroad or transmit data over the phone lines to another country, the individual at the other end of the line will receive the call or message regardless of the nature of his or her phone equipment.

Preparing a draft standard represents a critical milestone. According to Mr. Hamelberg, this can take a year or two, although that time can be cut in the case of urgent projects.

The ETSI secretariat, based in France, takes the next step: organizing a public inquiry. The idea, according to Mr. Hamelberg, is "to make sure that everybody who has something to say can do so."

Standards make such communication possible. Without them, phoning abroad would be like trying to run a train with a four-foot, eight-inch wheel gauge on a five-foot track.

What requires standardization in telecommunications? Just about everything involved in the interface between one caller and another. Obviously, the shape of a telephone handset need not be standardized, because it has no effect on the transmission of the message, but the switches that pass the message from one zone to another do require standards.

To achieve that, ETSI circulates the draft to every national standards body, which in turn sends it to ETSI members and other interested parties. Once comments have been returned, the appropriate technical committee or subcommittee discusses whether or not they should be incorporated into the draft.

Finally, the revised standard is ready for approval. This consists of a weighted vote of European national standards organizations. To go into action, a standard must receive more than 71 percent of the weighted vote.

A standard could conceivably receive the necessary percentage from European Community members but not from European nations as a whole. In that case, the standard is accepted simply within the EC rather than as a full-blown European telecommunication standard.

For users of telecommunications, approval of a standard, within the EC or in Europe as a whole, represents just the start of the process. "It's difficult to force people to use standards," explains Mr. Hamelberg. "In principle, they are voluntary."

Several difficulties can arise. Companies may wish to maintain proprietary technology, for example, rather than opening up to competition. Procedural problems may arise. Telephone cards are different in different European countries, for instance.

Nevertheless, Mr. Hamelberg says, "ETSI members have a moral obligation to use standards." Sometimes, industry groups organize implementation of particular standards, although ETSI has no power over them. And the European Community can occasionally exert pressure on suppliers of equipment to persuade them to adhere to standards that they might otherwise ignore.

What ETSI can and does do is to check extensively to determine whether a specific standard is working. "We need feedback," says Mr. Hamelberg. Such feedback - from suppliers, users and regulators - can occasionally show that a standard needs adaptation, although that is not common.

The feedback often suggests better methods of standard-setting for the future. "We're always learning how to do it," concludes Mr. Hamelberg. Peter Gwynne

Public feedback often suggests better standards for the future

A standard exists as a document that contains the technical specifications necessary for the product to which the standard applies. Obviously, those specifications vary according to the nature of the product. They include such factors as levels of quality, performance, safety and dimensions.

Setting telecom standards is a complex process, one constantly at the mercy of new technology. "It takes quite a time to get a standard in the first place," said Kurt König, of the European Community's DG13 group. "Then it takes more time, which can be quite considerable, to get it going."

A specific European telecommunications standard starts life as a suggestion transmitted to the Technical Assembly of ETSI. Suggestions can come from individuals, companies, standard-setting organizations or anyone involved with the industry, including users of telecommunications services.

Once accepted, the suggestion becomes part of a "work program," allocated to an ETSI technical committee or subcommittee. This group defines the standard's scope and title, delegates experts to produce a draft standard and schedules "milestones" on the path to determining the standard.

above. A good example is the Digital Short Range Radio (DSRR), which can be used by truckers, farmers, repairmen and others who need a low-grade professional system.

Manufacturers are now developing equipment based on the DSRR standard, and in the near future, European citizens will be able to buy it off the shelf without needing a license.

Completely different wavelengths are used for maritime communications, but the equipment on board ships also meets ETSI standards. The airline traveler has not been forgotten. ETSI is also working on the standards for a Terrestrial Flight Telephone System (TFTS). This new system is now being tested by certain European airlines, and TFTS should be taking off soon.

TRANS-EUROPEAN TRUNKED RADIO

WORK IN PROGRESS

Trunked technology arrived too late to get an important position in analogue technology, but it has been enthusiastically adopted by at least one of the airway's digital inheritors.

TETRA incorporates the best features of analogue trunk systems (most notably the way in which channels are allocated to increase call throughput). Rather than reinvent the wheel, ETSI brought a group of equipment makers, operators, regulators and users together and let them set the specification.

The exercise, which started four years ago, is nearly complete, and the standards will soon be finalized: one for voice and data communication, one optimized for packet data-only services. The TETRA equipment will

be used in the area known as Private Mobile Radio, which most closely concerns large groups such as the police, public utilities, ambulance and fire services. It will also be applicable to many smaller businesses.

None of them are likely to rush out and change their entire systems overnight. Before making a change, they must ensure that key issues such as frequency compatibility or coexistence are taken into account. The new generation requires interconnection (to other networks) and interworking (with, for example, a cross-border team of fire fighters).

Systems based on the TETRA standard will probably be on the market in 1995.

Other Radio Applications ETSI is working on standards that cover other kinds of services, in addition to those mentioned

SENSE FROM TECHNOLOGICAL DISORDER

Continued from page 13

unified European market. In other words, in addition to channeling global technology, European telecommunications standards are inevitably part of a complex and often contentious political process.

In the mid-1970s, when it cost about \$50 million to develop a switching system with a 20-year life, most European nations could still afford to support their own indigenous telecom industries. A decade later, the research and development costs had soared to upward of \$500 million while the product's life expectancy was halved.

In 1987, the European Commission's original Green Paper on creating a single market presupposed for telecommunications the creation of an institute such as ETSI. Backed by Brussels, and its operators' attendant industries, CEPT (European Conference of Postal and Telecommunications Administrations) quickly took the initiative.

"Our objective was the same as the Green Paper's - to create a cornerstone for the new Europe," recalls ETSI's current director, Karl Heinz Rosenbrock. "At that time, nearly every operator had his own equipment manufacturer and, as there was hardly any competition between them, the market was fragmented. Technically, our objectives were to establish harmonized standards for harmonized telecom networks, to enable pan-European interconnection, and thus assist in the creation of a far larger market."

Like the political ambition that preceded it, ETSI has not been an unqualified success, but its record is nevertheless commendable. To better appreciate it, one must first understand what ETSI is not.

ETSI is not a super-regulator like, for example, the FCC in the United States. It cannot, for example, open or close the airwaves across a continent at will. It may install orders, but it cannot issue orders.

Nor is ETSI global. When compared to worldwide organizations such as the venerable, UN-backed ITU (founded in 1865), or ISO (with 96 member countries), ETSI ranks as a regional entity. But it brings together the EC industry's key players - in-

cluding American and Japanese companies.

Neither is ETSI national: what it lacks in administrative power by not being governmental, the institute gains by dealing in consensus. Its regional nature makes for speed.

ETSI is not exclusive - its broad-based membership includes the European industry's administrators, operators, equipment makers and users; its open borders reach as far as the Urals; its associates are drawn from as far away as Australia. As the EC Commission's recognized telecom standards body, ETSI can be called upon to establish specific directives - which does sometimes have its drawbacks. A case in point is one of the EC's first di-

rect requests, for standards covering Open Network Provision. By asking ETSI to set those standards as part of its political strategy, the EC directive was effectively turning voluntary standards into mandatory requirements.

"ETSI standards are voluntary; they are voted on," explains the current chairman of the technical assembly, Peter Hamelberg. "But the EC can issue regulations that, in effect, make those standards mandatory. For example, Open Network Provision is a framework - it defines the type of conditions needed for people to connect to public networks."

Meanwhile, the business of making and marketing networks continues. Euro-SDN (or integrated services digital network) is finally in place. Without ETSI to act as honest broker, it is doubtful whether the consequences of successive redefinitions could ever have been unraveled.

Now, with a common set of standards for narrowband ISDN throughout Europe, the industry may finally realize some long-promised economies of scale.

Equally important, by drawing a line in the sand, ETSI has ensured that future digital network developments will all be starting from the same theoretical point.

To overcome similarly irksome, even awesome, problems of incompatibil-

ity, they all work together. Thus the digital GSM system can be linked to an ISDN network in just the same way as other digital systems. In the future, will be required to work with GSM. That is precisely the type of competition, and choice, that European standards seek to promote.

On balance, they work remarkably well when compared with the tangled webs woven by an average agriculture, insurance or social policy directive.

With revenues running at an all-time peak, the industry has consistently figured among Europe's healthiest and fastest growing. By the end of this decade, it is expected to underpin one in seven jobs - or roughly the same as the car industry did at its height in Germany.

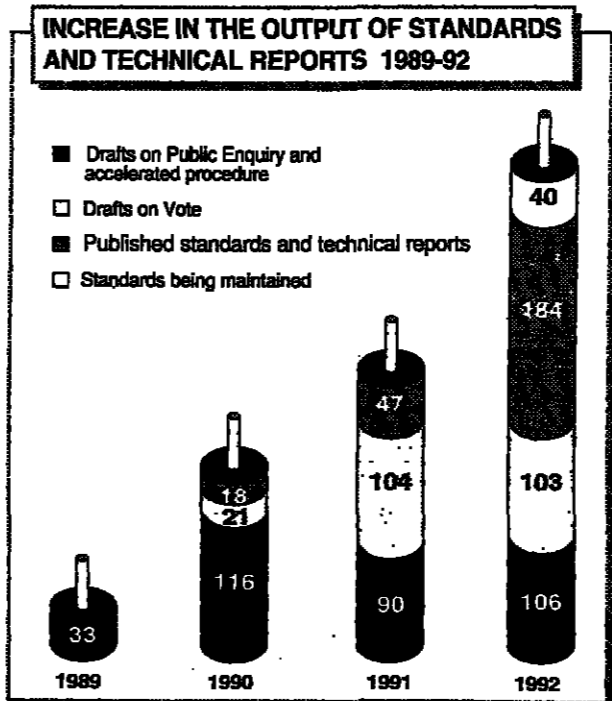
Revenues for the OECD area, which rose from less than \$250 billion in 1980 to around \$300 billion in 1985, had topped \$360 billion by 1990. Another key indicator is the amount of data carried, which represents 20 percent of all traffic.

European telecommunications have apparently emerged from the technology squeeze relatively unscathed. Now, the whole industry is again in transition, moving toward a new decade when the most common personal computer is likely to be indistinguishable from a digital mobile telephone; in fact, the two of them will probably be inseparable.

Moving along light waves or across the air, tomorrow's operators will be forced either to concentrate more and more intelligence at points within the network, or to shift more and more decision-making power into the hands, and terminals, of subscribers. Whatever form it takes, the transaction will always be billable somewhere along the line. There is always the customer, the common denominator.

"Services," says Antonio Casillo, chairman of ETSI's General Assembly, "are the keys to the development of a mass market. That's why standardization is so absolutely vital, because products must be linked to the provision of services from the start."

His, typically, is an opinion that few people would argue with. It is the voice of reason in what might otherwise be called an electronic



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Hermes. The ancient Greek god of Commerce and Commerce. Sculpted by Praxiteles 460-450 B.C. Museum of Ancient Olympia



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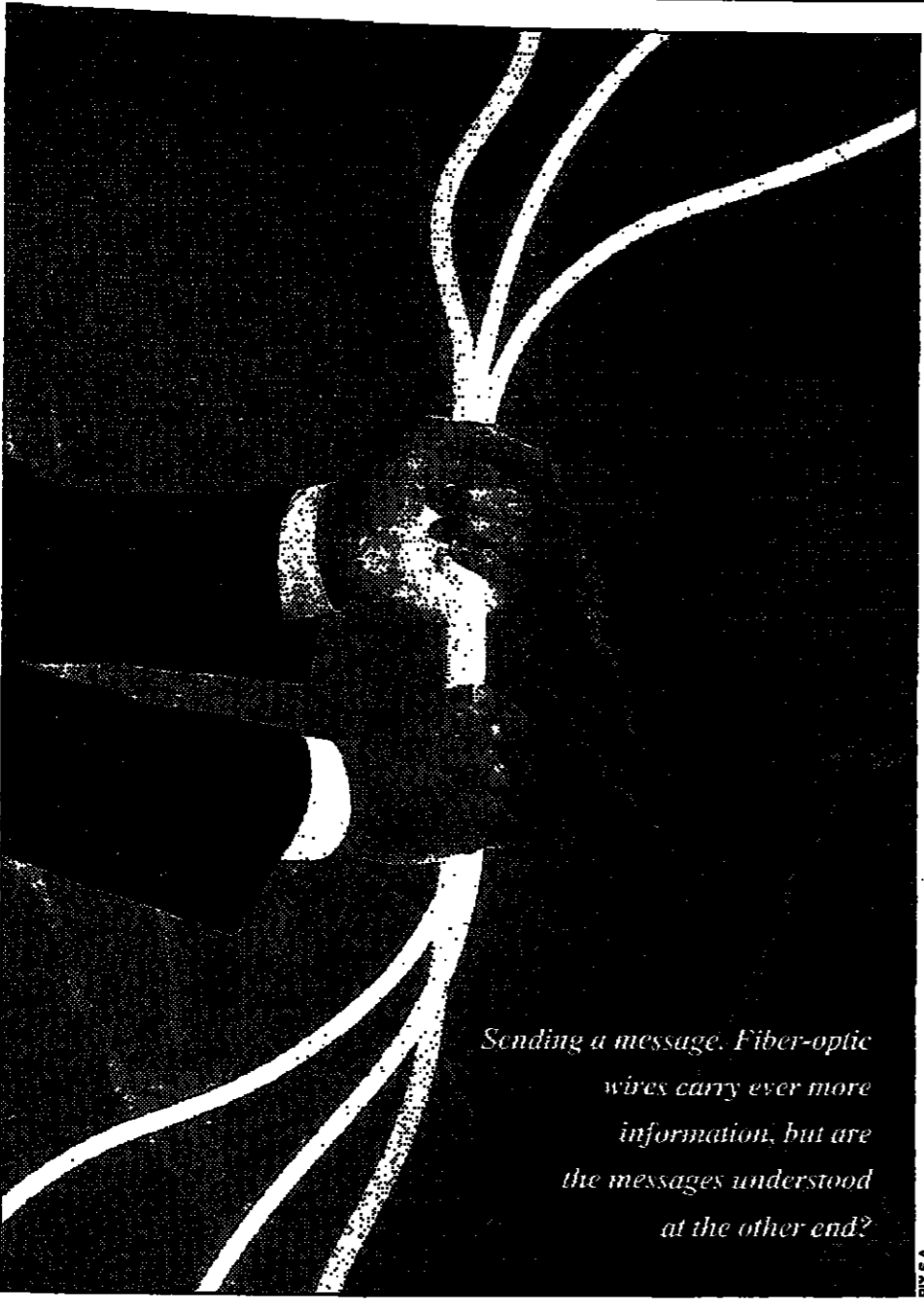


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مركزنا من الأصيل



Sending a message. Fiber-optic wires carry ever more information, but are the messages understood at the other end?

THE ENCOUNTER BETWEEN ECONOMICS AND TECHNOLOGY

"Standardization is the first encounter between economics and technology," says Karl-Heinz Rosenbrock, director of the European Telecommunications Standards Institute.

The setting of telecommunications standards is delicate and essential, given the importance of telecommunications in the world economy and the rapid pace of technological change.

Therefore, in March 1988, the European Community established ETSI, charging it with the creation of regional telecommunications standards that can contribute to a harmonized economic market among the EC countries and Europe as a whole.

In five years, ETSI has grown to an organization of 331 members from 27 European countries (out of a possible 30 that belong to the European Conference on Post and Telecommunication).

In addition to the 12 countries of the EC, ETSI members include the six member states of the European Free Trade Association, a number of other states, and - increasingly - the countries of Central and Eastern Europe. According to Mr. Rosenbrock, the potential clash between political and commercial inter-

ests is tempered by an atmosphere of "openness and civility." He adds that both the EC and EFTA have a special membership category and are represented by "counselors" to incorporate political will into final decisions.

Based in Sophia Antipolis, near Nice in southern France, ETSI's 78 full-time

employees and more than 2,500 voluntary experts work to facilitate the integration of telecommunications infrastructures in the region, assure the interworking of future services, achieve compatibility of terminal equipment and create pan-European telecom networks.

Like many international bodies, ETSI consists of three main elements: a general assembly, a full-time secretariat and a technical assembly.

The technical assembly, through its 11 technical committees and around 60 subcommittees, has the pri-

mary responsibility for producing and approving technical standards.

There are five classes of membership in ETSI: administrations and national standards organizations (representing 10.27 percent of total membership), public network operators (14.21 percent), manufacturers (60.42 percent), users (7.55 percent), and private service providers, research bodies and others (7.55 percent). All standards developed by ETSI are voluntary (although they may later be incorporated by the EC into binding directives or regulations).

Mandatory standards tend to fall into one of three areas: public procurement, open network provisions and terminals. Voluntary standards are produced by entities and companies that will subsequently be responsible for utilizing or implementing them, giving them a vested interest in complying with them.

"The standards are practical rather than abstract," explains Christopher Corbett, corporate communications officer for ETSI. "That's what makes our approach innovative and flexible."

Standards are approved in the technical assembly through a weighted voting system based on telecom expenditures by country. A 71 percent majority is needed for passage, and there is a proviso that standards can be approved for EC countries alone if interests representing the 12 EC countries agree while others do not. The effectiveness of ETSI's consensus approach is illustrated by the fact that this has never happened.

In 1992 alone, the organization drafted 167 standards and 42 interim standards, with 15 more approved and awaiting publication. Another 240 are in the approval process. They fall into one of 12 current

'Standards are practical rather than abstract'

DIGITAL EUROPEAN CORDLESS TELECOMMUNICATIONS

The cordless phone is commonplace, but the same technology can also be applied to cordless switchboards and even office networks. All three of them share the same type of technical standard - known as DECT.

DECT standardizes a certain type of service, not a certain type of equipment. It can easily cover, for example, the entire needs of a massive office building - including wireless switchboard, data network and phones. The standard's enormous potential capacity is due to its use of a technique known as T D M A (Time Di-

vision Multiple Access), which compacts digital information and interleaves it within a sequence of a so-called time slot.

Combining a series of these time slots into one larger slot allows DECT to be used for data transmissions, as in a Radio Local Area Network. Olivetti has launched what it claims to be the world's first DECT Standard Wireless LAN.

With such a wide variety of applications, a major task for the team behind ETSI's European DECT standard was to ensure that there was no interference from one DECT application to another using the same frequency band.



S.B.

WORK IN PROGRESS

INTELLIGENT NETWORKS

Software has made switches much smarter: Intelligent Networks apply the same principle on a far broader scale. They are increasingly necessary because of the growing number of tele-services that are no longer a simple two-way transaction between the operator and customer. Immediate and

relatively simple examples include the free phone numbers on advertisements, or calls that are paid for by credit card. A more advanced application is global systems of mobile communications such as GSM, which need an Intelligent Network to track meter and bill subscribers. Virtual Networks must also be managed intelligently. In the future, other uses - such as giving the viewer a direct vote on televised issues - may become just as sig-

nificant. Who manages the services will depend, of course, on who manages the software that controls them.

Technically, the switching software could be used. But commercially, it cannot. Instead, by separating out the service control logic, the industry has put this part of the business up for grabs. To date, standardization work has concentrated on defining the key elements from which commercial services can be constructed. Thus, a great deal depends on whether the Intelligent Network in ques-

tion is being viewed as a logical process (i.e., software-driven), as a physical entity (i.e., in terms of the necessary equipment) or as a combination of both.

A great deal depends on exactly who is doing the defining. But all standardizers agree that a common set of signaling protocols is necessary to make the various parts work together.

The jury is still out. Meanwhile, inside industry estimates place Intelligent Network service revenues at around \$40 billion by 1996. S.B.



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EC SEES A DUTY TO HELP CONSUMER

Within the past two years, Europe's telecommunications industry has experienced two significant policy trends that appear to be contradictory: standardization and deregulation.

Deregulation, popularized by Britain's conservative party under Margaret Thatcher and taken up enthusiastically by several other European governments, aims to spread the fresh wind of competition throughout the telecommunications industry. Its catchphrase: The more companies involved in a market, the better.

Britain itself is an example of effective deregulation. British Telecom and several private-sector competitors have cut prices and improved both their technology and their service in the effort to sign up new customers.

Standardization, pursued by such organizations as ETSI, has the goal of ensuring "technical harmonization" among the Continent's public and private providers of telecommunications services and equipment. For standardizers, complete compatibility throughout Europe's telecommunications networks is the goal.

The problem is that the tough standards necessary to ensure full compatibility may favor well-capitalized, technically sophisticated companies at the expense of less endowed competitors. Potentially, that can give large multinational providers of telecommunications products and services a strong advantage over small local firms.

In practice, the situation is not as simple as that. Experts in telecommunications regulation believe that deregulation and standardization can coexist satisfactorily — and bring European users of phone, fax and data services the advantages of lower prices and better quality.

Certainly, telecom standards cannot be avoided, argues Peter Hamelberg, chairman of ETSI's technical assembly. The reason: "In telecoms, there

is always the interworking requirement — the need for a communication to be understandable at both ends.

By itself, however, such harmonization does not preclude individuality and technical ingenuity in equipment. "We would never standardize to the extent that equipment has to be painted yellow or blue," Mr. Hamelberg explains. The aim of ETSI and similar standards-setting organizations, he continues, is to ensure a balance of standards that will permit competition.

Kurt König, who is responsible for digital telecommunications in the European Community's DG 13 group, which deals with many facets of high technology, echoes that thought. In Europe today, he says, "all services in

Once a business had bought a mainframe from IBM, Digital Equipment Corp. or any other major vendor, it was effectively trapped. Since the proprietary systems were incompatible with those of other vendors, a firm had little choice when it wanted to upgrade its equipment.

The company could continue with its original supplier — on the supplier's terms — or it could junk everything that it had bought and start afresh with a new vendor.

Today, the buzzword in the computer industry is "open systems." In theory, at least, it is possible to mix and match equipment from different vendors.

That is the goal of the regulators of European telecommunications. "But to make open procurements effective, you need to refer to certain standards, on technical interfaces, etc.," says Mr. König.

In setting the standards, regulators say that they are aware of the need to open service to the widest possible base of subscribers. For digital phone networks, for example, "we have to be very clear that we're thinking of 10 million potential business subscribers, not just the Fortune 1000," Mr. König points out. "Operators have to have an idea of the public interest."

Mr. Hamelberg insists that effective standardization leaves plenty of scope for suppliers to provide their own technical additions.

"For universal home videophones, for example, you would need standard switches, protocols etc.," he says. "That would not necessarily mean, though, that the technology in videophones would be identical. There would still be room for manufacturers to use more advanced chips or fewer chips."

To provide that room, says Mr. Hamelberg, regulators must avoid one temptation: "You have to be careful not to over-standardize." P.G.

'Mix and match' of equipment is possible

telephony are in competition. We have a balanced situation of bringing more competition into the market, but hand-in-hand with technical harmonization."

The ultimate beneficiaries of that approach, contends Mr. König, will be the users. "We have to bear the public in mind," he declares. "In such issues as access to networks, for example."

In fact, Mr. König argues, standards are necessary to the open procurement of equipment that is essential for a truly competitive market. Without standards, companies would be tempted to insist on their own proprietary technology.

That situation happened in the computer world of the 1960s and 1970s.

CLEARING A PATH THROUGH THE ACRONYM JUNGLE, OR AS EASY AS ACC*

ALPHABET SOUP

If your ambition is to be an ACE in the telecommunications CRAFT, you must RISE to the occasion, UNITE with your colleagues and join the RACE to understand the acronyms used in the profession. Otherwise, the GAP in your knowledge will COST you dearly: you will be considered a CAD and will have to SIP POTS of ALE to forget your SINS.

The capitalized words in the above paragraph are just a few of the hundreds of acronyms used in this capital-letter-crazy field. They stand for, respectively, Automatic Cross-Connection Equipment, Cooperative Research Action for Technology, Retrieval and Interchange of Standards in Europe project, User Network for Information Exchange on Telecommunications in Europe, Research and Development in Advanced Communication Technologies in Europe, Groupe d'Analyse(s) et Prognose(s), European Cooperation in the Field of Scientific and Technical Research, Computer Aided Design, SMDS Interface Protocol, Plain Ordinary Telephone Service, Approval Liaison Engineer and (British Telecom) Suppliers' Information Notes.

The foregoing should give you an

idea of why so many acronyms are necessary in telecommunications. If these terms were spelled out every time they were written, reams of paper would be wasted and the industry would be branded environmentally unsound.

To further complicate life, some acronyms used in the industry can mean more than one thing. ATM, for instance, stands for either Asynchronous Transfer Mode or Advanced Testing Methods (not to mention those Automatic Teller Machines most of us make daily use of, but let's stick to the telecommunications industry). API stands for both Application Program Interface and Application Process Invocation. And don't assume BT always means British Telecom; it can also mean British Telecommunications; British Telecom would not be amused.

If you are tempted to change careers and take up something like street-sweeping, which requires less memorization, take heart — help is at hand. The booklet *Acronyms and Abbreviations in Telecommunications* is available from InterConnect Communications Ltd., Merlin House, Station Road, Chesham, Gwent NP6 5PB, Great Britain; tel: 44 291 620425; fax: 44 291-627119. It lists telecommunication acronyms

and abbreviations used regularly in ETSI (European Telecommunications Standards Institute) and by European telecommunications associations.

There is still time to MAP out a new future for yourself. Believe ME, your cries of EUREKA will ECHO from the rooftops, your WAN complexion will start to glow and you will become a STAR in your field if you make great STRIDES in your efforts to learn these RARE acronyms.

Translation of the above, in order: Manufacturing Automation Protocol or Mobile Application Part, Maintenance Entities or Mobile Equipment, European Research Cooperation Agency, European Commission Host Organization, Wide Area Network, Advanced telecommunications for the industrially less advanced regions of the European Community (STAR — don't ask why), EC support for Science and Technology for Regional Innovation and Development in Europe, Réseaux Associés pour la Recherche Européenne.

Heidi Ellison
*Australian CCITTY Committee,
†Comité Consultatif International
de Télégraphique et Téléphonique.

NECESSITY IS MOTHER OF COOPERATION

The one-time sleepy world of European telecommunications is waking up. Protected for decades by guaranteed purchases from state-run monopolies, all the familiar old telecommunications names are having to face the cold reality of competition. Some are doing so, ironically, by banding closer together.

The single European market is providing a convenient framework in which to pursue the new collaborative spirit. Of all the many headlines announcing new pan-European alliances in recent years, telecommunications companies have accounted for more than their fair share.

In terms of the value of the shared resources, figures are being banded about in billions of Ecus. But in terms of value to the future of the European telecommunications industry and the economics of Europe as a whole, the figure is probably incalculable.

It is no coincidence that the telecom industry is taking the idea of a "single Europe" so seriously. It has more reasons to do so than most other industries.

For a start, the EC Commission has focused a great deal of its attention on telecommunications. Observers say that the commission has achieved more in its six years of work on telecommunications than it has in over 18 years of work on its agricultural policy, for example. Its main interest lies in two key areas: opening up competition on a level playing field and ensuring advanced infrastructure provision.

The commission has pursued the goal of ending the state protectionism that helped small national telecom manufacturers survive the 1970s and the early '80s.

It has also sought to create an advanced communications infrastructure for the 1990s. To this end, it has sponsored a number of research programs drawing in participants from across the Continent. It is funding the implementation of telecommunications infrastructure in the less-developed parts of Europe.

The combination of these EC Commission policies means that the industry is under increasing pressure to merge, form joint ventures and take part in collaborative research. A simple arithmetical calculation makes it clear that there is no room for stragglers in Europe's new telecommunications order.

Industry experts estimate that it costs some 1.5 billion Ecus (\$1.75 billion) to develop a modern telephone exchange. At a selling price of just over 100 Ecus per line, that means that it takes some 15 million lines in sales just to cover the costs of development. Of course, there are also the costs of production, marketing and support to be covered, making the nationally developed telephone switch — Britain's System X, for instance — a thing of the past.

This is increasingly the trend with modern telecommunications technology. Even the cost of developing a relatively simple mobile telephone handset is estimated at some 15 million Ecus. The larger telecommunications equipment makers such as Alcatel, Siemens and Ericsson now spend in excess of 10 percent of their revenue on the research and development of their products. In some cases, the figure is inching closer to 20 percent.

Faced with such circumstances, the European telecommunications industry has perhaps little option but to collaborate. This collaboration can take a number of forms.

The so-called preemptive research programs sponsored by the European Community were the first taste of close pan-European collaboration for many telecom companies. Programs such as RACE and ESPRIT have re-

sulted in the development of a number of key technologies, such as the broadband integrated services digital network (a video and bulk data compatible version of the famous ISDN) and the pocket personal communicator.

Fundamental to the new collaborative approach is the adoption of common technical standards to ensure that services and equipment are pan-European. Without common standards, the conditions for the level playing field required by the EC Commission simply cannot be sustained. Here, the role of the European Telecommunications Standards Institute is key.

Direct collaboration between companies, in the form of jointly sponsored commercial projects, joint ventures or even mergers and acquisitions, is playing an increasing role.

Over the past five years, for example, Britain's GEC has joined forces with Germany's Siemens to run GPT, the major British telecommunications equipment maker. And Northern Telecom has bought the British telecommunications equipment maker STC and entered into close collaboration with France's Matra in the areas of mobile and office communications.

The two major changes to date have been the mergers of the resources of AT&T of the United States and Philips of the Netherlands, and of CGE of France and ITT of the United States. The former yielded AT&T NSI and the latter Alcatel NV.

For many analysts, the simple equation that spells out rationalization means that at the end of the day, there will be room for only two, or at best three, major telecommunications suppliers in Europe, with another two in North America and one in Japan. The two most often named as the European survivors are West Germany's Siemens and France's Alcatel.

Alcatel can lay claim to being Europe's biggest telecommunications equipment maker, with operations throughout the Continent. Its product range covers almost every conceivable sector of telecommunications and data communications and some related data-processing areas. Siemens is part of an £18 billion (\$27.2 billion) electrical giant, and its telecommunications division alone can lay claim to being Europe's second-largest telecommunications company. The two companies together supply most of the public switching requirements of France, West Germany and Italy.

Perhaps the most interesting question is the identity of the third most likely survivor in Europe. This, most analysts agree, will probably be AT&T in one form or another. Before 1983, AT&T was legally restricted from entering the European market. By 1993, it had succeeded in establishing a presence in most of the major European markets and in acquiring or taking stakes in local manufacturers in Italy, the Netherlands, Spain and Britain.

There is no sign of the pattern of alliances coming to a halt. Italy's major telecommunications manufacturer, Italtel, is expected to be acquired or at least partnered by one of the big three in the coming months. Germany's Bosch (Europe's largest autoparts manufacturer as well as its fourth-largest telecommunications equipment maker) has entertained a number of discussions with potential partners for various aspects of its telecommunications business. There is even speculation that Ericsson may join forces with another telecommunications equipment maker. What everybody really wants to know, however, is where AT&T is looking to strike next.

Peter Parton

WORK IN PROGRESS

VIRTUAL NETWORKS

A Virtual Private Network is practically indistinguishable from any other private network, until you get the bill.

As far as the casual business user is concerned, it can certainly provide the same special services and features. In reality, in addition to the traditional leased lines and private business exchanges, Virtual Private Networks include portions of the public network infrastructure.

The idea is, in part, a legacy of ISDN's checkered past, being the updated Euro-ISDN version of an American-ISDN application. Now used on both sides of the Atlantic, the Virtual Private Network is also a classic example of the Intelligent Network application.

The extent and associated cost of the service can be highly variable — adds to the service's value.

An ETSI Strategic Review Committee recently examined the service, which is extremely unevenly spread in Europe at present, in a bid to promote further dialogue. S.B.

People want to communicate



Standards make the telecommunications world go round. They harness and direct technology, they enable better goods and services, they're the hidden assets of our information society.

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GSM has moved on to become the de facto global standard for cellular telephone, and DECT is also stretching its international muscles.

These are very positive developments for the European telecommunications industry and the European Community.

ETSI is also responsible for the European dimension in SDH, which is the world's first international transmission standard. SDH paves the way for broadband communications and supports the signals of tomorrow's multi-media networks. And also here Philips operates at the leading edge of this important technology.

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STANDARDS: A HIGH-PROFILE DAY

It may be a big deal in the world of standardization, but does World Standards Day have any broader significance?

Tony Saunders, marketing director of the International Electrotechnical Commission, based in Geneva, believes that it does.

"It is the one day in the year when most of the standards bodies around the world have some form of celebration and use it as a focal point to put the standards message across in their own localities," he says. "We here in Geneva will be having a little party. It's a high-profile day."

Standards organizations in several countries have managed to obtain media coverage of the day itself and the events surrounding it. In several countries, the day attracts television coverage.

Part of the message of the day tells users of the value of standards, and the other part is the reverse — "getting the message across to people working on standards that users need them," explains Mr. Saunders.

Virtually every national standards organization features the day in its newsletters and other publications.

Surprisingly, perhaps, Third World nations have shown more interest in the standards process and World Standards Day than developed countries, according to Mr. Saunders.

P.G.




The mobile phone sector is one of the fastest growing in European telecoms.



ETSI MEMBER

...making the right connections.



سكنا من الأصل

510
501 من الاول



Plugging into new telecom markets requires an understanding of the relevant laws on property rights.

WHEN INTELLECTUAL PROPERTY RIGHTS CLASH WITH NEED TO SET STANDARDS

When the British consumer electronics manufacturer Amstrad PLC announced in September that it had paid £6.4 million for the Danish cordless and mobile telecommunications company Dancall Radio A/B, it mentioned the Danish company's intellectual property rights as a major reason for the acquisition. This is a good illustration of the importance intellectual property rights have assumed in a world where good ideas can increasingly mean the difference between commercial success and failure.

In essence, the term "intellectual property rights" (IPRs) refers to the ideas that individuals or organizations protect through copyrights, patents or trademarks. These range from famous logos and brand names, such as Coca Cola's "Coke," to intricate solutions to technical problems, such as how to prevent microwaves escaping from a microwave oven. Recognition of the power of ideas is nothing new. In the 19th century, many inventors, such as the American Thomas Alva Edison, the German Otto Benz, the Italian Guglielmo Marconi and the Scottish-American Alexander Graham Bell,

built industrial empires based on their inventions. But in the late 20th century, inventors took on a more anonymous role. They now tend to work for large industrial powerhouses rather than create them. The power of ideas remains, with companies finding increasingly that the ownership of the rights built industrial empires based on their inventions. But in the late 20th century, inventors took on a more anonymous role. They now tend to work for large industrial powerhouses rather than create them. The power of ideas remains, with companies finding increasingly that the ownership of the rights

Money spent on R&D is rising steadily

development. And that figure has been steadily growing at about one percent a year. It is not surprising therefore that companies are getting increasingly interested in protecting the results of their labors. Telecommunications companies are now among the leaders on the list of industries registering patents, with AT&T leading the way. Last year, the American company registered 528 patents on its ideas, compared with 522 in 1991. GTE, another U.S. company, was second with 181 (243 in 1991). Japan's Nippon Telegraph and Telephone third with 71 (65 in 1991). Canada's BCE fourth with 94 (120 in 1991), the Britain's BT fifth with 60 (64 in 1991) and Sweden's Ericsson sixth with 53 (37 in 1991). There is, however, a fundamental conflict of interest when it comes to mixing intellectual property rights and standards. While devices such as patents protect intellectual property, standards help to make them available for general use. Recognizing this conflict, ETSI has for the past three-and-a-half years been working on a policy designed to reconcile the two interests.

EC decision is expected soon

"We need to strike a balance between the interests of the patent holder and of the industry as a whole," says Fredrik Ask, deputy director of ETSI. In essence, ETSI policy is to give companies 180 days to register an objection to having their intellectual property rights included in standards development work. If no objection is lodged, any IPRs can be automatically licensed for inclusion. "No one can live with a situation where after a standard is issued, it is revealed that the technology is covered by a patent and the only company that is allowed to make the equipment is the patent holder,"

WORK IN PROGRESS

BROADBAND ISDN

Five years ago, the problem seemed almost insurmountable. It was thought then that broadband services would be sent over optical-fiber lines. But where was the fiber to come from? Narrowband ISDN was advancing fast. With image compression, for example, it could support video-phones and even videoconferencing. Europe's HDTV initiative was apparently stalling. So where were the new services that could attract new customers? The problem, it turned out, was not an absence of ideas; it was a surfeit of solutions. Synchronous technology could be used to transmit vast quantities of infor-

mation at dazzling speed, but Asynchronous Transfer Mode (ATM) technology was required to switch it. The broadband services could be delivered by satellite, coaxial cable or over the air, as well as by optical fiber. In the matter of standards, broadband enjoyed one great advantage: ETSI could avoid the pitfalls that slowed narrowband ISDN by working in parallel with ANSI in the United States. Both bodies adopted the 1990 CCITT recommendation that ATM technology be used for broadband, and both shared the same lucky breaks. ATM, which was intended for - but was not strictly compatible with - the existing public network, was enthusiastically welcomed. Campaigns started using it to interconnect Local Area

Networks, and large private companies soon followed. So did the fiber, because cable television operators were keen to blunt the satellite broadcasters' competitive edge by matching them channel for channel. Thus, unlike narrowband ISDN, where national coverage often preceded the standard, broadband ISDN standards were put to work immediately. ETSI standards for services such as Local Area Network interconnection and videoconferencing have already been written and are out for approval. The next step is to focus on the even more complex issues of traffic measurement and control. But, also unlike narrowband ISDN, broadband is running comfortably ahead of schedule. S.B.

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ADVERTISING SECTION



To improve productivity and services, several national telecom operators are planning to privatize.

AFTER THE TELECOM BOOM, INDUSTRY IS GEARING UP FOR MULTIMEDIA CONTEST

First there was the telecom boom. Now industry observers are wondering what will come next. Will the boom continue, or will it be followed by a big bang as computer and communications technology are combined into a new-style digital assistant?

The telecom market has moved surprisingly far and fast. This year, despite economic recession, Europeans are expected to spend around 200 billion Ecus (\$236 billion) on telecommunications services and roughly the same amount again on associated equipment. Driven by a decade's solid growth, the bill is now equivalent to one-quarter of the worldwide telecom expenditure - and it is still climbing.

Earnings from the everyday subscriber connection, or plain old telephone service as it is known, constantly increased throughout the 1980s, pushed upward by compound growth rates that steadily averaged 5 percent.

By 1990, according to figures from the OECD's recently published Communications Outlook, operators in the OECD coun-



Integrating computer and communications technologies.

tries were realizing an average revenue of just over \$1,000 per line. Ireland headed the list with \$1,314 - somewhat less than the U.S. figure of \$1,525, but more than four times as much as Greece (\$327). Turkey, with \$295, took the leading position.

Customer spending followed a similar pattern - ranging from a low of just over \$36 in Turkey to a high of just over \$720 in Switzerland. At \$691, the American subscriber came in a close second, comfortably above the \$438.5 OECD average.

National networks may be superseded

The total revenues, for public telecom operators in all 24 OECD countries, added up to a hefty \$367.8 billion. Luxembourg (at 52 percent) took the honors for top profitability, versus an OECD average of 13.2 percent. Italy (with an overall loss of less than 1 percent) turned in the only negative result.

Win or lose, the boom is by no means over. The leaders, with their

well-established telephone networks and up-to-date national infrastructures firmly in place, are now looking to the market for advanced business and residential services. The stragglers, in order to compete, must first catch up.

Western Europe may choose to walk rather than run toward the future, but there will always be others with more urgent needs - most immediately in Eastern and Central Europe, and in the former Soviet Union as well.

With so much at stake so

ready for competition at home, the European operator must also be prepared to face challenges elsewhere. According to the latest set of ITU figures (for 1992), it appears they may be less well prepared for the fray than Europe's equipment makers: only Deutsche Telekom, BT, France Telecom, SIP (from Italy) and Spain's Telefonica figure among the world's top 15 revenue earners.

Big may not necessarily be better, but the drive for size is playing a key part in the battle for global business.

Corporate services of every kind - digital voice, image and data - have become a major issue for multinational businesses seeking to manage their own private, and increasingly complex communications networks.

Multimedia may be an overstatement when applied to the current business mix of videoconferencing, data networks and voice links. The technology is unlikely to evolve until it is commercially applied to home entertainment. But, with cable television, the first steps toward this mass market breakthrough have already been taken.

Meanwhile, mobile communications is now the telecom market's fastest-growing sector. Industry estimates of its worth, which were running at around \$3.8 billion in 1980 and \$4.9 billion in 1985, have reached nearer \$12 billion. Subscriber potential, once discussed in terms of millions, is now gauged in tens of millions.

Eventually, the wheel will turn full circle. The gap between fixed and mobile networks will be gone, plugged by a hybrid of the two.

Telecom and computer technology are converging faster than ever as the emphasis shifts away from plain old telephones toward the pocket-sized mobile and away from desk-top and laptop terminals toward the multipurpose personal digital assistant.

The notion of national networks with numbered lines may finally become a thing of the past, replaced by individual subscriber numbers that apply wherever a person may be.

The most important step in this transition, the move from an overly regulated to a mostly deregulated telecom market, is being taken now. From that, all else may flow.

S.B.

THE TOP 15 EQUIPMENT MANUFACTURERS

Of the top 15 telecom equipment manufacturers, according to 1992 telecom equipment sales, ten are from Europe.

Rank	Manufacturer	(\$ billion)
1.	Alcatel (France/Germany) ^a	20.722
2.	Siemens (Germany) ^b	11.876
3.	AT&T (United States) ^c	10.809
4.	Northern Telecom (Canada)	8.029
5.	Ericsson (Sweden) ^d	7.742
6.	Motorola (United States)	7.724
7.	NEC (Japan)	7.591
8.	Bosch (Germany)	5.251
9.	Fujitsu (Japan) ^e	3.738
10.	Italtel (Italy)	2.413
11.	Philips (Netherlands) ^f	2.078
12.	GPT (Britain/Germany) ^g	1.787
13.	Ascom (Switzerland)	1.730
14.	Nokia (Finland)	1.529
15.	Matra (France)	1.215

^a Not including Alsthom. ^e Year beginning April 1.
^b Year ending September 30. ^f 1991 data.
^c Telecom equipment sales only. ^g GEC parent. Year beginning April 1.
^d Year beginning April 1.
 Source: ITU Telecommunication indicator data base.

WORK IN PROGRESS GLOBAL SYSTEM FOR MOBILE COMMUNICATION

The Global System for Mobile Communication (GSM) started off with a single aim - to go digital. Twelve years and about 6,000 pages later, the standard is finally being realized. But a lot else has changed along the way.

The GSM standard, for example, is no longer just pan-European, as it once was. With networks taking root in Australia, Asia, Africa and the Middle East, it really is global.

Neither is it still limited to the 900 MHz - the frequency on which GSM was originally planned to replace Europe's tangled web of incompatible analogue services.

The reason for this is closely related to another major change - the transition from analogue to digital has set off another shift from mobile cellular to what is loosely termed the personal communications network (PCN).

This move, in turn, generally entails the use of a higher frequency to support a more densely packed mass of subscribers.

The trend is especially apparent in Britain, which was one of the first to launch PCN-type services and asked ETSI to set a suitable standard based on GSM.

The result, known as DCS 1800, a subset of the GSM standard in the 1.8 GHz band, has been widely used elsewhere.

In the United States, where a new wave of personal communications networks are due to be licensed by the FCC, several prospective applicants are expected to offer DCS 1900 networks at 1.9 GHz.

The great strength of a good standard is its capacity to encompass change - and the GSM standard has certainly done that.

But, throughout it all, the technology has conformed to essentially the same architecture and sought to offer roughly the same set of ISDN-like services.

Commercial services were launched in Germany and France last summer.

The standard's second phase is due to be frozen in October 1993, prior to its finalization by the ETSI Technical Committee in January 1994.

With only the test specifications still outstanding, the experts are now turning their attention toward the future once again.

Next stop? A third generation of European standards for the new millennium, sometime after 2002. S.B.

France Telecom brings the world closer

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ETSI MEMBER

MARKET FORCES PLAY KEY ROLE IN SETTING TELECOM STANDARDS

Do organizers of telecoms standards work in a kind of bureaucratic limbo, remote from the real world of manufacturers, users and market demand - or do they take notice of the needs of the market when they determine the standards that regulate the type and quality of telecommunications services we will all be using for the rest of this century?

Individuals involved in the standardization business agree unanimously that market considerations play a major role in standards. Suppliers and users of telecoms equipment are encouraged to suggest new standards and to

New market trends develop rapidly

participate in the process of refining and approving them, but that is only part of the story.

"We take the market into account in a very strong way," says Eucides Sousa, chairman of ETSI's Program Advisory Committee. In fact, one of his committee's specific functions is "improving the effectiveness of the work program in line with the real-time market needs of technical standards."

PAC is a new special committee of ETSI, approved by the organization in September 1992. Mr. Sousa, an executive with the Portuguese telecommunications network operator TLP, says the committee's mission is to provide "guidelines and advice to the ETSI Technical Assembly... based on market demand and trends, technological evolution and the regulatory environment," among other factors.

Users' needs - the ultimate measure of the market - play a significant role in the whole process of standard-setting, according to Kurt König, who is responsible for digital networks in the European Community organization DG 13. In a way, he argues, the standard-setters can protect users.

"Look at the merger of personal computers with telecoms, via electronic mail, file transfer, etc.," says Mr. König. "Who is responsible for end-to-end compatibility? Smaller users can't afford dedicated solutions. The only answer is an open solution that ensures end-to-end

WORK IN PROGRESS OPEN NETWORK PROVISION

The twin EC Directives on market liberalization and Open Network Provision (ONP) are inseparably connected. But while one of them provokes competition, the other promotes cooperation.

Open Network Provision (ONP) is intended to make liberalization possible by eliminating the technical obstacles. But this has proved to be less straightforward than it sounds.

If the problem of setting harmonized standards, interfaces and protocols were purely technical, it would have probably been resolved long ago. But that is clearly not the case.

One reason is that as fast as new standards are set in one area, they must be incorporated into another. Last year, for example, as Euro-ISDN was finally taking shape, another team of ETSI specialists was engaged in reporting on the implications of a standardized interface between the operator and customer.

With the deadline for telecoms privatization still five years away, ONP will undoubtedly continue to occupy ETSI's interest for the foreseeable future. S.B.

compatibility." And that, says Mr. König, requires standards.

To incorporate the needs of the market into standards, Mr. Sousa says, the committee establishes internal guidelines based on several market-style criteria. These include the estimated market volume that could result from a new standard. The committee also takes users into account, penciling into the guidelines such user advantages as lower prices, user friendliness and security. Other criteria include the regulatory environment and technological solutions that are likely to be established.

"Through these criteria we assign different attributes to each standardization work area," explains Mr. Sousa. "And we look at what is going on elsewhere in the world (in terms of products and standards). From this, we decide how fast to go and with whom to work."

Within this scenario, the market clearly plays a key role. Regulators make an effort to keep in touch with rapidly developing market trends. "We are trying to do our homework on services such as file transfer, electronic mail, videoconferencing and access to data bases," says Mr. König. P.G.

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ADVERTISING SECTION

A LAWYER LOOKS TO THE TRENDS AHEAD

Thomas J. Ramsey, a partner in the Brussels office of Squire, Sanders and Dempsey, examines the role of standards in the new telecommunications environment. This is an abridged version of an address delivered at a Geneva symposium.

The market in telecommunications equipment and services has become global. Driven by changing user requirements, new technologies and different regulatory regimes, providers and users of telecommunications equipment must increasingly "think global."

National, regional and international trends are toward more liberalized regulation of telecommunications equipment and services. A key component of such liberalization in some countries has been the promulgation of more transparent and equitable rules about the sale of equipment and its connection to the public network. Despite such trends, telecommunications suppliers with global aspirations continue to face a hodgepodge of diverse certification procedures, often referred to as "type approval" rules.

More often than not, national type approval rules

which apply to the equipment's safety and operating characteristics — derive from contradictory standards promulgated by national, regional or international bodies. Such diversity of approaches remains a significant international barrier to trade in telecommunications equipment.

The existence of seemingly restrictive rules derives from the fact that many major trading countries have had a domestically based telecommunications equipment industry.

This industry catered to the operating requirements of the local telecommunications organization, whose "customized" needs led, in large part, to the promulgation of unique national standards.

Given the economic stakes of participating in the evolving global telecommunications market and, more importantly, meeting the needs of users, national and regional decision makers are now beginning to reject such fragmentation in favor of a more integrated, less regulated and more liberalized market.

The confusion, delay and expense associated with the type approval labyrinth in

many countries epitomizes the international standards-setting process at its worst today. There is clearly a need for reform.

Some OECD estimates suggest that type approvals account for nearly 4 percent of the price of exported equipment. Studies by the Commission of the European Communities put actual costs for type approvals at even higher levels. In terms of time lost in getting a product to market, estimates suggest that the waiting time for processing a single type approval application — even for fully "compliant" equipment — is between three and six months. In some countries, the average times are much longer.

Such delays in an industry with shrinking equipment life cycles (as few as two years) is viewed by many as completely unacceptable.

There is inadequate understanding of, and participation in, the international standards-setting process. Standards-setting organizations within the International Telecommunication Union, ETSI and the T-I Telecommunications Committee, to name but a few, have made an effort to

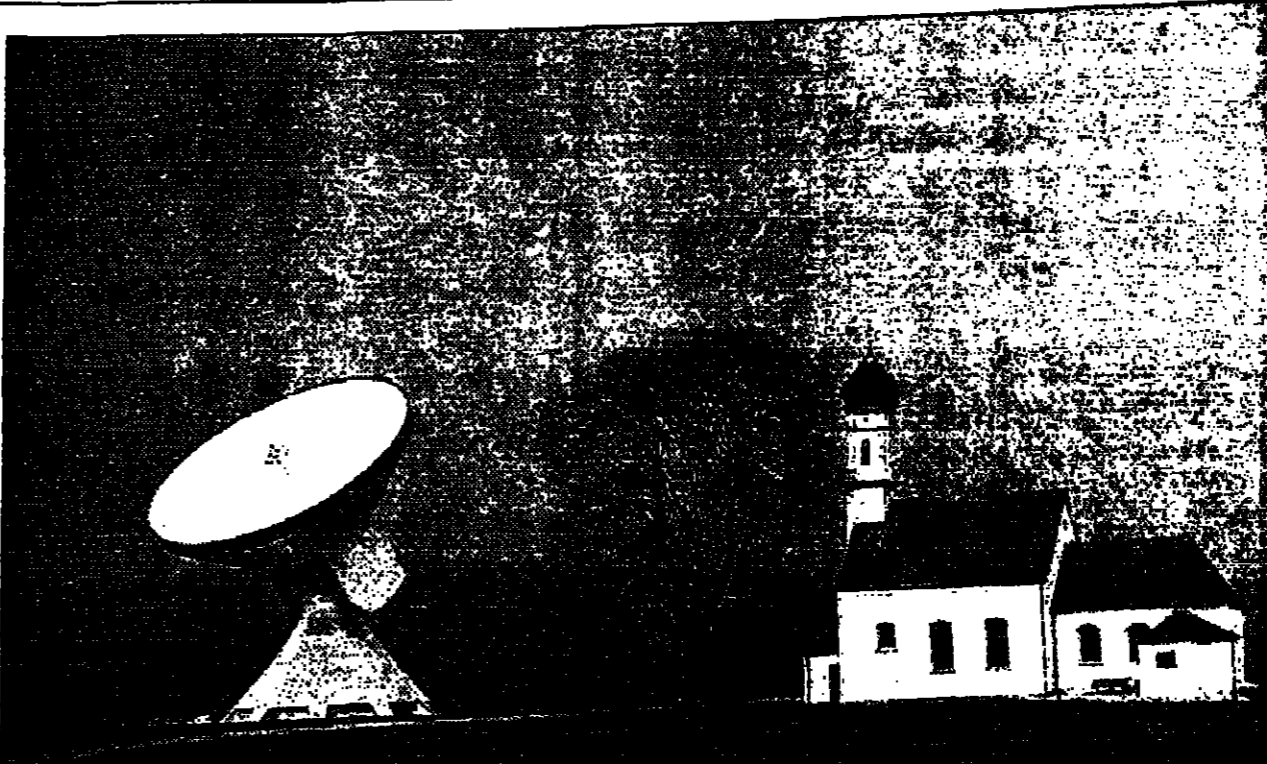
make the underpinnings of national type approval proceedings more transparent and democratic. It nonetheless remains the case, in terms of the total market, that relatively few suppliers or major users of telecommunications terminal equipment adequately understand the intricacies of standards-setting to the degree necessary to effectively compete in an increasingly global marketplace.

This state of affairs is all too often blamed on suppliers not doing their "homework." Such an analysis, however, does not fairly or accurately describe the barriers facing many suppliers — especially smaller ones interested in obtaining and working within the parameters of both regional and international standards. It requires a significant commitment in time and resources for a company to try to ensure that it is adequately represented in multiple standards-setting organizations.

There are promising signs that changes for the better are taking place in the world of terminal equipment type approvals in particular, and in the standards-setting area in general.

National type approval regimes are increasingly becoming more transparent. In Europe, this has resulted in large part from the 1986 EC Commission mandate to separate regulatory type approval functions from network operation functions. As a result of both national (e.g., Australia, Japan, Korea) and regional (e.g., European Communities) initiatives, suppliers in many important markets will no longer be faced with the prospect of having their equipment tested and approved by network operators who might view the attachment of such equipment as contrary to their own business interests.

There is closer cooperation between national, regional and international standards-setting organiza-



tions. In recent years, we have witnessed growing cooperation between major European standards-setting bodies such as ETSI, the European Standards Committee (CEN) and the European Committee for Electrotechnical Standards (CENELEC). At the international level, similar efforts to enhance cooperation have been taken by CCITT/CCIR, the International Standards Organization (ISO) and the International Electrotechnical Commission (IEC).

Perhaps the most noteworthy event from a type approval perspective was the establishment of ETSI. This EC-blessed organization brings new players to its standard-setting table, including suppliers and users.

ETSI also has a mandate to provide many of the European standards that are the underpinning of current and future EC directives on mutual recognition of type approval.

There is a growing awareness of the importance of international standards based on the open systems approach, accompanied by less intrusive testing regimes. There is a growing recognition that national regulatory authori-

ties should not set or accept standards in a vacuum but follow, wherever possible, international standards and promote the open systems interconnection model.

And, there are efforts toward adopting rules permitting the self-certification of equipment against national or regional standards and the mutual recognition of test results and formal type approvals. Self-certification and mutual recognition initiatives will continue to grow in importance in major marketing countries around the world. This trend should be supported by major international standards-setting organizations by promulgating standards that lend themselves to such "streamlining" mechanisms.

Many authorities, including OECD-sanctioned study groups, have suggested that such trends will continue. If their prognosis is accurate, such trends may provide the basis for much-needed reform within the international type approval community. It may also provide stimulus for further self-examination by national, regional and international standards-setting organizations.

Thomas J. Ramsey

WORK IN PROGRESS

CORPORATE NETWORKS

A hard-hitting report to the ETSI Technical Assembly highlights some of the major concerns facing European Corporate Network managers today.

And, there are efforts toward adopting rules permitting the self-certification of equipment against national or regional standards and the mutual recognition of test results and formal type approvals. Self-certification and mutual recognition initiatives will continue to grow in importance in major marketing countries around the world. This trend should be supported by major international standards-setting organizations by promulgating standards that lend themselves to such "streamlining" mechanisms.

How else, the report asks, can a business be expected to gauge the relative value of public versus private network services?

A further problem is the fact that virtually none of the largest corporate networks are exclusively European; equipment makers must be prepared to link their standards more closely to those of other worldwide manufacturers and standards organizations.

Interworking (the ability to link various systems together), end-to-end management (the ability to control them independently) and transparency (the ability to freely interchange information across the network) top the list of demands.

The report's call for standard guidelines is further linked to specific technical issues, such as network protocols, architectures and the details of how certain signaling channels are to be used.

The report also mentions that the smaller company — with fewer sites, and perhaps even some staff working from home — must merit equally close attention. S.B.

WORK IN PROGRESS


VSATS

VSATs (Very Small Aperture Terminals) first cropped up on office roofs, behind garages and in supermarket parking lots during the 1980s. The small satellite dishes, or earth stations, as they are also known, were typically used to broadcast data traffic between a central office and a remote site, but second-generation technology later enabled direct communication between the network's outer fringes as well.

ETSI has been working since 1989 on standards that would enable manufacturers to market a pan-European model for customers throughout the EC and EFTA regions. In addition to working with equipment makers, the Technical Committee has also collected technical input from all of the countries involved and the European Radio Committee.

A common set of standards have now been agreed upon. The next step is to test them. If all goes well, a Common Technical Regulation will be issued by the end of next year, and users will finally be free to use any equipment they choose (on condition it conforms to the standard) anywhere in the region.

Meanwhile, the same committee is also wrestling with the tougher problem of satellite news-gathering systems (which have proved to be less mobile than intended when it comes to crossing certain borders) and is studying the longer-term implications of low orbital satellite systems. S.B.



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PRIVATIZATION: FOR MANY IT'S NOT THE COMPLETE ANSWER

Privatization is a foregone conclusion for most of Europe's telecommunications; the decision has been taken, the deadline long since set. But with even the word's meaning still open to interpretation, the signs of real progress are sometimes less apparent.

"We want to do for the telephone industry what Henry Ford did for the car industry," commented Lord Young, Cable & Wireless's chairman, as Mercury One-2-One launched its autumn offensive on the British mobile phone market in September.

Cable & Wireless owns 80 percent of Mercury and has teamed up with America's US West to launch the new service. Mercury has already made considerable inroads into the lucrative long distance and international services market.

The company, like so many others in the telecom sector, is in the business of liberalization - opening up new services in newly deregulated markets. Its

major national rival, the former British PTT now known as BT, has now been privatized for nearly a decade.

Despite all the best intentions of Brussels, it is still the only former PTT from a major European nation that can claim to have done so.

Limited companies have been hived off in the Netherlands and Sweden - but they still belong to their respective governments. Preliminary moves toward state divestiture have been

'Most important thing is more competition'

made in Portugal, Spain and Italy.

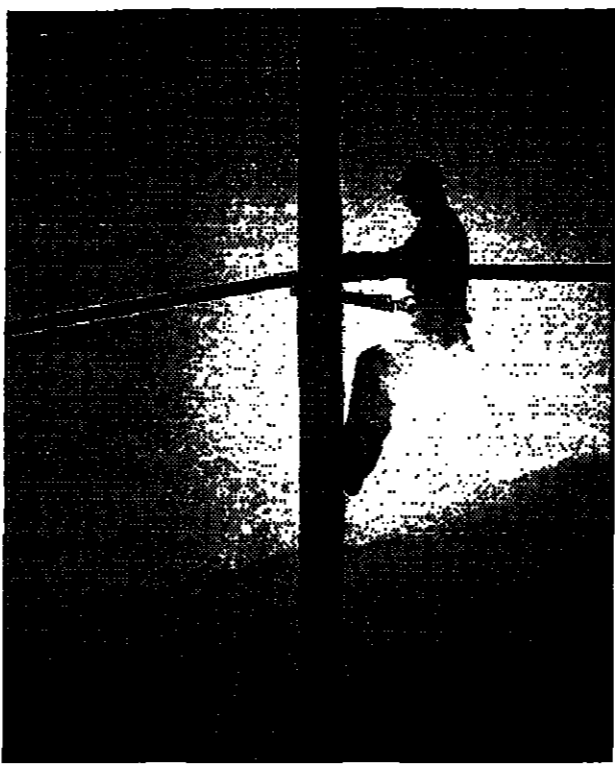
There is no shortage of likely candidates from Eastern Europe. But no one has moved into the market quite so wholeheartedly as the British.

Privatization is one of the

key words in the free-market lexicon of the 1980s. But when Brussels proposed the privatization of Europe's state-run operators, it was more interested in moving them out of the immediate government sphere than onto the open market.

"Privatization is not the main thing," says a French telecom executive. "The most important thing is competition, deregulation, separating the operator and regulator. That allows new operators in." He is summing up what might be called the Latin point of view: an operator can be privatized without being removed from the state sector.

There is no question of "real" privatization, confirms a France Telecom spokesman. The government plans to adapt the operator's status; a limited company will be created, but the government will retain the majority shareholding. "Privatization is not envisaged. The sole interest has always been to make



Standards are set to keep the lines of communication open.

France Telecom more competitive."

In Bonn, reforms that would turn the German national operator Deutsche Telekom into a limited company are also back on the political agenda. The coalition government is trying to push through legislation that would enable it to meet the 1998 deadline laid down by the EC. The socialist opposition is reluctant to surrender state influence over such a valuable public asset.

The two sides are in general agreement but, with time running out for the government, discussions are deadlocked.

Prior to any privatization in Germany, the PTT will have to be split up; breaking it down into its three component parts (telecoms, post office and savings bank) will entail legal changes to the state constitution. The government is keen to resolve the matter before the next round of elections in about three months.

Meanwhile, behind the scenes, a series of joint ventures is nibbling away at the monopoly's business assets. Eunetcom, which was announced in Septem-

ber, is an example of the tie-ups taking place between France Telecom and Deutsche Bundespost Telekom. Aimed directly at the lucrative multinational business market, it is essentially an independent spin-off.

Other examples include the Franco-German mobile communications venture Detemobil, as well as companies specializing in value-added services, international telecom consultancy and the management of billboard sites.

One fact is clear. European businesspeople are keen to see the telecom market open wider. A recent BT/Harris survey of 500 executives found that eight out of 10 interviewees considered telecom liberalization to be important to the future of their business.

And, over 89 percent of France Telecom customers said they were satisfied with the service they were receiving.

There is another indication that privatization is not always guaranteed to lead to competition: BT, which was privatized in 1984, still serves 97 percent of Britain's 21 million domestic subscribers. S.B.

HOW CAN CUSTOMERS BENEFIT?

A tourist from Britain, when visiting Cyprus, will notice that the cars drive on the left side of the road and electrical appliances use the same power plug that is used at home.

The same cannot be said in France - the cars drive on the right, and everything electrical is different. While regional and international standards bodies exist to make things easier for world trade by creating European and international standards for most things, it sometimes seems that each government is trying its hardest to protect its national industries.

Computer disk dimensions have always been in inches, yet there are international standards on using the metric system. There are three television standards in the world (PAL, SECAM and NTSC), and not even PAL is the same in all the countries that use it.

The irony is that most people would agree that life is better with standards. Standards mean that people have the freedom to travel with whatever equipment they need and use it when they get to their destination. Standards also mean that they need not worry about spare parts or servicing. And perhaps most important, standards mean that equipment from different sources should be able to work together without any problems. Standards mean freedom of choice.

The benefits of standardization are most apparent in the personal computer. As every PC user knows, every PC uses a common software platform allowing packages from one supplier to be run on a PC from another supplier. At the same time, peripherals such as printers, scanners, monitors or keyboards from a variety of suppliers may be used with PCs from another supplier.

In fact, the PC does not benefit from an official standard at all. It is an example of standardization by

popular demand, not by negotiation. The PCs we use today are all based on the IBM proprietary specification that was introduced many years ago. Through large scale adoption by the masses, this specification has become a de facto standard.

In addition to de facto standards, there are also cases of official standards that are not standards in practice.

In data and telecommunications, an example of such a "non-standard" is the ISO OSI seven-layer standard. This outlines the structure of a data communication link if it is to be allowed to describe itself as open - that is, compatible with other such links. Since its

Standards mean freedom of choice

adoption, all the protocol standards have been shoehorned in to fit the seven-layer model.

This shoe-horning is still going on with the new asynchronous transfer mode (ATM) standards, the proposed basis for tomorrow's communications networks. Because the OSI model has seven layers, the ATM standards makers have had to create another lower layer, known as the ATM Adaptation Layer, to solve compatibility problems.

There are similar problems with ISDN, the integrated services digital network, which promises to provide most people with their first taste of true end-to-end digital telecommunications. In most cases, ISDN products that will work in one country will not work in another without modification.

ISDN telephony brings with it a vast number of supplementary services. How these are operated and

implemented on ISDN telephones is not standardized. It is already difficult going to a foreign country and trying to use a simple analogue telephone (what does the "BIS" button on a French telephone do?), but when ISDN telephones arrive, the level of complexity will increase further.

The designers and planners of the communications networks for the next century have concluded that the best way to organize interaction between wide-band networks is to synchronize them. Synchronous networks are set to replace today's plesiochronous ones. There are currently three plesiochronous standards; European, North American and Japanese.

Instead of a single synchronous standard there will be at least two standards in use in the world. Sonet is being implemented in the United States and Canada, and synchronous digital hierarchy (SDH) is being implemented everywhere else in the world.

What would the ideal situation be? Imagine the universal telephone, although it is unlikely to happen: an instrument that could be plugged in and work in every country in the world, whether onto a PBX or directly onto the line, and that has universally understandable symbols on each of its keys. In addition, anyone could manufacture such a telephone and sell it in any country, without fear of unfair competition due to government subsidies or taxation.

Imagine a PC-to-PC Multimedia Conference package that would run on any PC and work with any communication hardware or worldwide telecommunications network and would operate with any package that is designed to support the same end-to-end capabilities. Such packages could be designed by a variety of different suppliers, but each would use the standard applications communications interface. P.P.

WORK IN PROGRESS

DIGITAL TELEVISION

After the debacle on high-definition television (HDTV), which was largely due to a head-on clash between the American, Japanese and European alternatives, European viewers have gained a standard, HD Mac, but precious little else. Meanwhile, the market has moved on. Instead of concentrating on global revolution, its key players are most immediately preoccupied by the race to capture and keep an increasingly demanding audience.

With satellite and cable television networks locked in the battle of the channels, programmers are looking for quantity as well as quality.

So Europe's latest set of digital television standards most directly concern the infrastructure. More, higher-definition programs will almost certainly attract more viewers, but they must somehow be squeezed into the same relatively limited broadcast frequencies.

In a bid to avert the type of division that split European broadcasting between the PAL and SECAM standards decades ago, various national equipment makers are working together to establish Europe's latest digital broadcasting standard. ETSI is actively involved in the project, which uses a reduced bit-rate for HDTV-quality transmission or, alternatively, crams more digital channels into the available bandwidth. In September 1993, the standard moved off the drawing board and was handed over to a mixed group of European broadcasters. Cable and satellite networks are expected to have the standard up and running by 1995; national broadcasters are due to follow by 1997. S.B.

and West



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LARS RAMQVIST, President and Chief Executive Officer, Ericsson.



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Lars Ramqvist, CEO, Ericsson, by the water in the Stockholm archipelago.

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ADVERTISING SECTION

'A CRUCIAL ELEMENT OF EC POLICY'

Michael Niebel, cabinet member responsible for telecommunications in the cabinet of Commissioner Martin Bangemann of the European Community's DG 13, describes the relationship of telecommunications standards and the EC.

What part does harmonious telecommunications play in the success of the European Community?

Telecommunications, comprising manufacture of equipment and provision of networks and services, is a significant and growing part of the EC economy. As such, it is an important part of the Community's policy for the implementation of the internal market and the common commercial policy.

Furthermore, telecommunications provides additional benefits to the internal market because of the importance of efficient communications in implementing a wide range of objectives in most other sectors of the economy, including transport, education, health care, energy and relations between the member states.

Trans-European networks, including telecommunications, are an important element in the Maastricht Treaty and in the forthcoming White Paper on growth, competitiveness and employment.

Efficient telecommunications requires the application of harmonized standards. Standardization therefore has a high priority within the European Community's overall strategy for information and telecommunications technology.

What are the main aims of the Community standardization policy?

They are to facilitate intercommunication between the national networks and services in Europe and access to worldwide exchange of information; to facilitate the portability of terminals and, more generally, the opening of the European market in the field of telecommunications; and to strengthen the position of the European telecommunications operators and suppliers on the world scene.

What role does the EC play in overseeing the development of effective, Europe-wide telecommunications?

It is widely recognized that during the past decade, the Community has transformed the scene for traditional national manufacturers and operators, improving the prospect of a fully integrated and competitive market for

the telecommunications industry and services in the not-too-distant future. This transformation is necessary in the face of similar changes taking place throughout the world.

This role will be progressively reinforced by the extension of Community policies to all voice services and to mobile and space-related services. In addition to decisions of the Council of Ministers, the implementation of Community decisions takes place through a permanent process of monitoring and technical decision-making by the Commission and the responsible regulatory and advisory committees representing the member states.

How important has standardization been to the development of European telecommunications in recent years?

Right from the beginning, standardization has been regarded as a crucial element of EC telecommunications policy from several points of view. Manufacturers that had previously only had a national market base were able to compete

EC-wide only on the basis of EC-wide standards, new services were only able to operate across national borders on the basis of common standards and the same standards were required to ensure that mutual recognition of tests and type prevented the member states from placing barriers to domestic trade.

Consequently, a number of Community measures have addressed this field, including directives relating to procurement by the telecommunications operators, mutual recognition, essential requirements for Open Networking Provision and the creation of ETSI itself.

In order to harmonize European telecommunications, partners that are potentially antagonists - commercial rivals, national PTTs, and telecom and non-telecom organizations - must cooperate. How difficult has it been to bring these groups together?

Cooperation in the telecommunications sector is not new or unprecedented. The International Telecommunications Union (ITU) had been responsible for a great deal of cooperation in the past, and this is a continuing process. In addition to the consultative and participative process organized by the EC, CEPT [European Conference of Postal and Telecommunications Administrations] has organized a degree of wider European cooperation through the national regulatory organizations.

It is true, however, that in addition to this "traditional" cooperation of players in the same league, players from different segments of the telecommunications world have to cooperate. I think this necessity is now understood by most. The fact that there is now a timetable and more certainty about the regulatory framework in the Community will help to foster such cooperation.

To what extent, if any, are the national interests of telecommunications providers preventing them from cooperating in the harmonious development of effective, standardized telecommunications that span the European Community?

I think we have made great progress in the last years. The contribution of national telecom operators to this has been very significant. Many operators have realized that it will be detrimental for their competitiveness in the long run if they stay behind protected walls. Of course, there are - as in voice telephony - special circumstances that require a longer adaptation period. Technology and the



Michael Niebel, member of the cabinet of Commissioner Martin Bangemann of the EC.



"I'm putting you through now..." The complex can be simply efficient - it is a matter of standards.

markets might help to speed up development in those cases.

Does standardization reduce the value of competition in providing telecommunications services?

No. Standardization increases the opportunities to benefit from competition by making it possible for a larger number of suppliers and service providers to compete in the same markets. Furthermore, this does not inhibit innovation because telecommunications standards are designed to facilitate interconnection, and additional services or features can be offered over and above the requirements of the standard, permitting companies to compete on the basis of technology, service, price and availability.

On the other hand, equipment and services that are offered on the basis of proprietary specifications or de facto industry standards tend to result in the fragmentation of markets between suppliers and user groups, inhibiting intercommunication in the longer term.

Can the intellectual property rights of advanced technology companies be protected in the environment of harmonization?

Yes, subject to certain rules. Experience has been, in several high-technology sectors, that the existence of standards has facilitated the rapid growth of the markets. Broadly speaking, high-technology companies have a choice: either to retain their proprietary intellectual property rights and compete on the basis of their technology in unstandardized markets, or to allow their IPR to be included in standards, in which case they are most likely to benefit from a much larger market in the longer run.

Efficient telecommunications requires the application of harmonized standards'

How does Europe's present telecommunications network compare technically with those of major rivals, such as North America?

The most advanced European networks compare favorably with the North American networks, but more generally the European networks are much more heterogeneous than in North America, which benefits from the heritage of the Bell system and the continuing high level of cooperation, notably through Bellcore.

This is why European telecommunications policies try to put much more emphasis on harmonization of standards and conditions of access to the network than is the case in North America. It also explains the strong emphasis on convergence and the corresponding support the Community provides to the development of telecommunications networks in those regions that need this assistance.

What advances do you see coming in the next two to three years in European telecoms? What type of new services can the business community expect?

There are four points:

- Putting in place the appropriate regulatory framework to ensure free competition in the sector of telecommunications services and equipment, to provide a guarantee for the universality of services and the emergence of Europe-wide network operators with "one-stop shopping" for customers. The liberalization of voice telephony services is expected by the January 1, 1998, with additional transitional periods for some member states.

- Providing the whole Community with basic trans-European telecommunications services as an essential condition for the free circulation of information.

- Development of a European ISDN and broadband network providing the four basic services: voice telephony, data services, telex service and simple resale of capacity.

- Acceleration of the standardization process and the integration of standards into services, particularly of those that are vital to service interoperability.

Is standardization becoming more or less difficult?

WORK IN PROGRESS INTEGRATED SERVICES DIGITAL NETWORK

In an ideal world, homes and offices would all be plugged into a futuristic fiber-optic network, and information would be flashed around it at close to the speed of light. But the real price of overnight change is prohibitive, so copper cable still rules.

The Integrated Services Digital Network (ISDN) was intended to circumvent this problem: rather than the medium, it changed the message. Digital signals can be used to transmit voice or data, and digital technology enabled the standard telephone line to carry more of both. Also, because ISDN is so well-suited to computer communications, it can offer an all-embracing service for text, graphics and video.

Businesses certainly needed it. So, it was argued, would the average subscriber. Eventually,

With the standard scheduled for imminent completion, everything is finally running to plan. With only two minor exceptions, all of the necessary base standards have been set and reviewed. Apart from that, only the final test phase awaits completion. Coding the software for an entirely new generation of automated line testing equipment is

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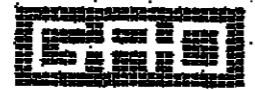
Insofar as telecommunications standardization is progressively addressing more and more complex technical areas such as digital mobile, ISDN, satellite PCN and digital broadcasting, it will naturally become technically more difficult. On the other hand, the European standardization organizations, in particular ETSI, have increasing experience and are able to deliver results in spite of the technical complexity. Of course, satisfactory solutions to the IPR question have to be found.

It is important to ensure that small suppliers and users can participate in the standardization process, which otherwise risks being dominated by those large manufacturers that can afford the high costs of standardization work in high-technology sectors.

Interview by Peter Gwynne

WORK IN PROGRESS
DIGITAL AUDIO BROADCASTING
In parallel with the digital television initiative, ETSI has been working on standards for radio. A preliminary proposal for CD-quality digital audio broadcasting, based on radically new signal-processing technology, was presented in September 1993. New products based on the jointly developed Franco-German technique are unlikely to reach the market before 1997. S.B.

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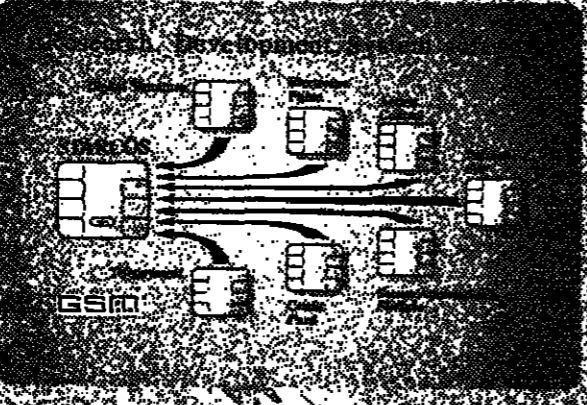
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NYSE

Tables include the nationwide price up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

(Continued)

Table with columns: 12 Month High/Low Stock, Div, Yld, PE, etc. Lists various stocks and their performance metrics.

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INTERNATIONAL FUNDS

Oct. 13, 1993

Domestic funds indicated frequency of updates. Not used unless otherwise specified by the Fund. Based on same price.

Large table listing various international funds with columns for fund names, share classes, and performance metrics. Includes sub-sections like 'Other Funds' and 'LUXEMBOURG'.

AS - Australian Dollars; AU - Australian Dollars; BF - Belgian Franc; CA - Canadian Dollar; DM - Deutsche Mark; EC - European Currency Unit; FF - French Franc; ...

For information on how to list your fund, fax Simon OSBORN at (33-1) 46 37 21 33.

SPORTS

Toronto Beats Chicago, 6-3, To Win Place in World Series

By Murray Chass
New York Times Service

CHICAGO—Aided by the bat and body of Pat Borders, his catcher, Dave Stewart has extended his remarkable run of playoff success and in the process put the Toronto Blue Jays and Canada into the World Series for the second successive season.

Despite some erratic touches to his pitching repertoire, the battle-hardened Stewart allowed only four hits in 7 1/3 innings as the Blue Jays defeated the Chicago White Sox, 6-3, Tuesday night and won the American League Championship Series, 4 games to 2.

The Blue Jays, who in Canada's first World Series a year ago defeated the Atlanta Braves, will play either the Braves or the Philadelphia Phillies in this year's Series, beginning Saturday night in Toronto.

Borders, whose .450 batting average made him the most valuable player of the 1992 World Series, drove in Toronto's first three runs. Matching his season-high production, he singled in two runs off Alex Fernandez in the second inning and drove in the run that broke a 2-2 tie with a force-play grounder in the fourth.

But Borders, who has caught every one of Toronto's 209 playoff innings the past three years, also aided the cause by blocking too many of Stewart's pitches in the dirt. The bunting balls, though, did not detract from the 38-year-old right-hander's performance, as he pitched the league's pennant-clinching victory for the fourth time in the past six seasons.

Stewart, who also won the second game of this series and was voted its most valuable player, pitched and won the final playoff game in 1988 against Boston, in 1989 against Toronto and in 1990 against Boston. In 10 league championship series starts, the first eight with Oakland, Stewart has compiled an 8-0 record (his team has a 10-0 record) and a 2.03 earned run average, and he has allowed a ratio of nine base runners per nine innings.

On Tuesday night, he pitched into the eighth inning leaving after a one-out infield single by Frank Thomas and a long, just-foul drive by

Robin Ventura. Duane Ward, whose six failures in 51 save opportunities all came this year after he entered the game in the eighth inning with at least one runner on base, completed the victory.

Ward gave up a ninth-inning home run to Warren Newson, who had replaced Bo Jackson as the designated hitter in the White Sox starting lineup. Long overdue, the production from a Chicago designated hitter fell short because of the Blue Jays' three-run flurry in their ninth.

The Blue Jays held a 3-2 lead from the fourth inning to the ninth, when they sealed the outcome on a home run by Devon White and a two-run triple by Paul Molitor, who, like Stewart, was a free-agent addition to the Blue Jays this year.

The outcome wrecked the White Sox's hopes of playing in their first World Series since 1959. It also gave them their seventh successive post-season loss at Comiskey Park, new and old.

Sloppy pitching and sloppy defense contributed to the early runs that both teams scored.

Fernandez walked two and hit a batter in the second inning, leading to two Toronto runs. Stewart hit one and walked one in the third, helping the White Sox tie the score.

When the Blue Jays broke the tie in the fourth, though, it was the Chicago defense that made the run possible.

Molitor opened that inning with a grounder to left, Ventura took a couple of steps toward the line and tried to grab the ball backhanded, but he couldn't field it, and Molitor was safe on the error. One out later, Molitor raced to third as Ed Sprague singled to right field.

Fernandez then appeared to extricate himself from the trouble that Ventura began, inducing Borders to hit a grounder to shortstop Ozzie Guillen. He threw to Joey Cora at second for the second out, and a good throw from Cora would have had Borders to end the inning.

But Cora bounced his throw in front of first baseman Thomas, who could not scoop up the ball, and it bounded out of play as Molitor scored and gave the Blue Jays a 3-2 lead. Borders, who went to second on Cora's third

error of the series, was credited with his third run batted in because scoring rules do not permit the assumption of a double play.

In Game 2, also with Fernandez pitching and Borders batting, Cora threw wildly to first, enabling the Blue Jays to score their third run in what became a 3-1 victory. Borders benefited from the scoring on that play, too, getting a single that was only his second career hit against Fernandez.

Borders, entering the game 2 for 20 against the right-hander, drove in his first two runs. Fernandez began the second inning by walking John Olerud and nicking Molitor with a pitch. Tony Fernandez sacrificed them to third and second, and Sprague walked, leading the bases.

With Borders coming to bat, Jackie Brown, the pitching coach, went to the mound for a chat with Fernandez. Borders took advantage of the pause to have a few words with Larry Hise, Toronto's batting coach.

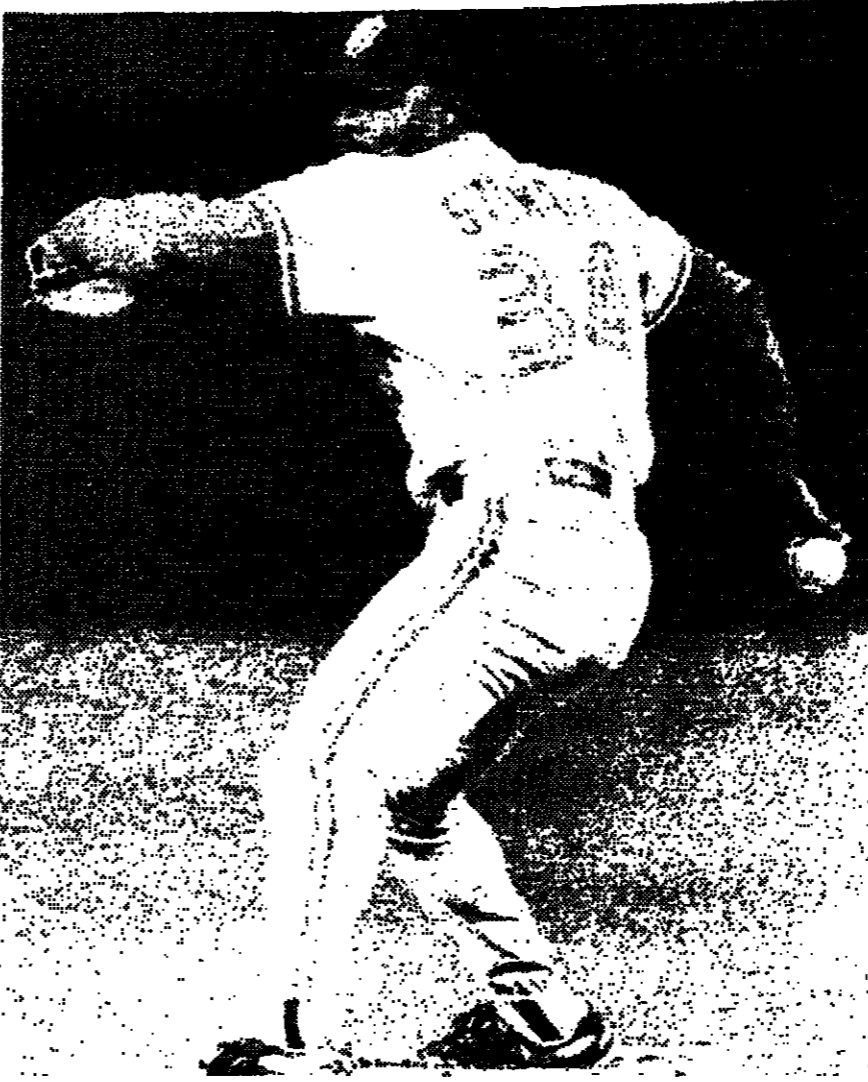
When the conversations were finished, Fernandez pitched and Borders swung. The swing was better than the pitch. Borders looped a single to right field, driving in Olerud and Molitor.

The White Sox, trying valiantly to extend their season by at least one game, countered with a pair of runs in the third.

With one out, Guillen lashed a line drive to right-center, placing it neatly between Joe Carter and White. Carter, raising to the gap from right, flew through the air at the last second, trying to intercept the ball before it landed, but he hit the grass just after the ball. Guillen had a double.

Rain Rimes then set an AL championship series record by getting his 12th hit, a single to left on which Guillen stopped at third. Rimes also tied the White Sox postseason record set by Shoeless Joe Jackson in the eight-game 1919 World Series (the one in which Jackson allegedly wasn't trying).

Stewart was trying, but he was having trouble finding the strike zone. In the second inning, he threw a wild pitch that enabled the teams to set a pennant-playoff record (both leagues) for wild pitches with seven. In the second game of



Dave Stewart stared down the Sox, holding them to four hits, to run his playoff mark to 8-0.

Both NL Teams Have Reasons to Think Positively

By Mark Maske
Hutchinson Post Service

PHILADELPHIA — Five games into the best-of-seven National League championship series, both teams still seemed unmistakably convinced that they were going to the World Series.

For the Philadelphia Phillies, the reasons were obvious. They had come home with a 3-2 lead, needing just one victory in what could be two games at Veterans Stadium. For the Atlanta Braves, the reasons were a bit more subtle, but just as convincing. They won more on the road than at home during the regular season, with 51 victories in Atlanta-Fulton County Stadium, 53 elsewhere. And they had the last two league Cy Young award winners, Greg Maddux and Tom Glavine, penciled in to pitch the next two games.

Maddux was going against the Phillies' Tommy Greene on Wednesday night, with Glavine to face Terry Mulholland if there was a Game 7 on Thursday night.

"We're behind, but to me it doesn't feel like we're behind," said Steve Avery, one of the Braves' other aces. "I guess I'd be more worried if we didn't have two of the best pitchers in baseball going for us in the next two games. They're going to have to beat one of them to beat us.

The pitchers Phillies would counter with had given up 23 runs in Games 2 and 3. Greene was bombed for seven runs on seven hits — one a mammoth home run by Fred McGriff and another a mammoth home run by Jeff Blauser — in just 2 1/3 innings in Game 2 here five days ago. Mulholland provided five shutout innings in Game 3 in Atlanta before unraveling during the Braves' five-run sixth.

Too, the Braves had been busy reminding everyone about 1991, when they faced a 3-2 championship series deficit in Pittsburgh. Not only did the Braves win, but also the Pirates didn't even score again. Avery, with ninth-inning help from the bullpen, shut out the Pirates, 1-0, in Game 6, and John Smoltz took care of the Pirates by himself in a 4-0 Game 7 to secure the first of the Braves' two straight World Series appearances.

Now, if they were to become the first team since the 1955 St. Louis Cardinals to win three straight NL titles, the Braves had to turn the trick again. The only other NL club to overcome a 3-2 deficit since the best-of-seven format was adopted in 1985 was the St. Cardinals.

Still, said Atlanta's manager, Bobby Cox said: "I feel really good about our chances."

In these Phillies, however, the Braves seemed to have found a team that can match their resolve and flair for the dramatic. The Phillies entered this series as an underdog. They spent only one day out of first place in the NL West, on April 9, but the Braves had seven more victories (104 to 97) and had been close to unbeatable following the mid-July acquisition of McGriff. Their slugging first baseman.

Even the Phillies' manager, Jim Fregoso, was conceding that he didn't expect his club to win the close games, given its penchant for defensive self-destruction. Yet the Phillies led the series despite having been outscored by 30-17, and had won all three one-run games.

It was an all-too-familiar refrain for the Braves. Of their 17 postseason defeats in the past three years, 13 had been one-run decisions. They had squandered opportunities, managing only four hits in their 28 at-bats with runners in scoring position during their three defeats.

"I think we've proved that there are two outstanding, strong-willed ballclubs in this series," Fregoso said.

The Phillies are a unique bunch, to be sure, but they resent being depicted as slowpokes. "We may not look the way everyone envisions ballplayers should look," left fielder Pete Incaviglia said. "But you won't see a more professional team than ours. We're prepared. We're intense. We play hard. And we don't give up."

Said the Phillies' veteran reliever, Larry Anderson: "What can't be measured, easily are things like heart and desire, and this team has plenty of all of that."



Pat Borders, with a single in the second inning, got two of his three RBIs for the game.



Stewart pitched and won the final playoff game in 1988 against Boston, in 1989 against Toronto and in 1990 against Boston.

AL Series, Game 6

Team	W	L	P	GS	GA
Toronto	2	0	0	1	150
Chicago	0	2	0	1	150
Toronto	5	1	3	0	0
Chicago	1	5	1	0	0
Toronto	5	0	1	0	0
Chicago	1	5	0	1	0

SCOREBOARD

Division	W	L	T	Ps	GF	GA
Atlantic	1	1	0	0	0	0
East	1	1	0	0	0	0
West	1	1	0	0	0	0
Northwest	1	1	0	0	0	0
Central	1	1	0	0	0	0
South	1	1	0	0	0	0

NHL Standings

Division	W	L	T	Ps	GF	GA
Atlantic	1	1	0	0	0	0
East	1	1	0	0	0	0
West	1	1	0	0	0	0
Northwest	1	1	0	0	0	0
Central	1	1	0	0	0	0
South	1	1	0	0	0	0

BASEBALL

League	W	L	T	Ps	GF	GA
National League	1	1	0	0	0	0
American League	1	1	0	0	0	0
International League	1	1	0	0	0	0
Penn State League	1	1	0	0	0	0
Florida State League	1	1	0	0	0	0

Pat Borders, the Jays' Secret Weapon

CHICAGO — Pat Borders sits behind the plate almost unnoticed for Toronto Blue Jays. He bats ninth and doesn't receive much attention. Until the postseason that is.

Borders, the most valuable player in the 1992 World Series, did his part Tuesday night in helping the Blue Jays win a return trip.

"It makes it easier. I can go up to the plate not worrying about having to produce like the guys in the meat of the order," he said. "That's

what they're supposed to do. I can still get a lot of hits and RBIs, but I'm not expected to."

"They pitched me tough and tonight I just got a couple of balls over the plate and they were good pitches to hit," he added. "But they very easily could have been outs."

In the other locker room, Frank Thomas, the big bat for the White Sox, said, "I wish we could play this all over again. But we learned a lot. We're young and they are a veteran team."

TRANSACTION

National League
ATLANTA — Named Matt West manager and Rick Albert and Bill Stock coaches of Durham of the Carolina League and Leon Roberts manager and Glenn Hubbard coach of Hickory of the South Atlantic League.

CHICAGO CUBS — Wounded Steve Loke, catcher, to save him his unconditional release.

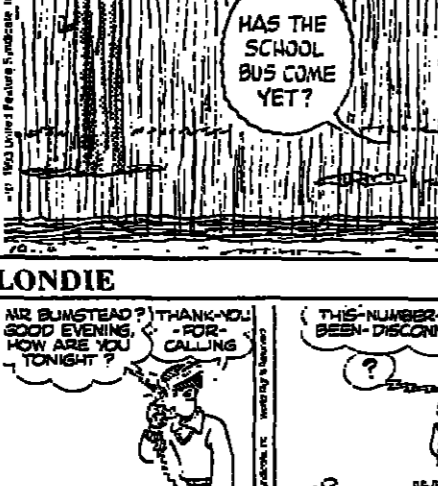
MONTREAL — Traded Jeff Hamilton, pitcher, to the California for Jeff Keefe, first baseman.

FOOTBALL
National Football League
ATLANTA — Traded Eric Dickerson, running back, to Green Bay for John Stephens, running back, and traded Bruce Pickens, cornerback, to Green Bay for an undrafted draft pick.

DENNIS THE MENACE



PEANUTS



BLONDIE



CALVIN AND HOBBES



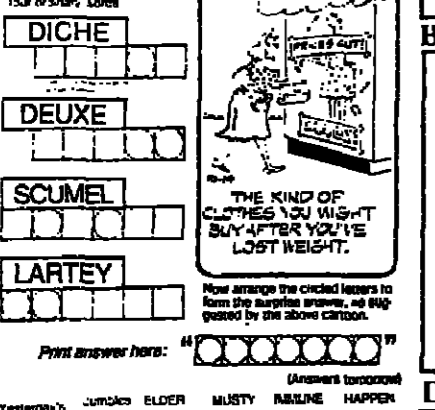
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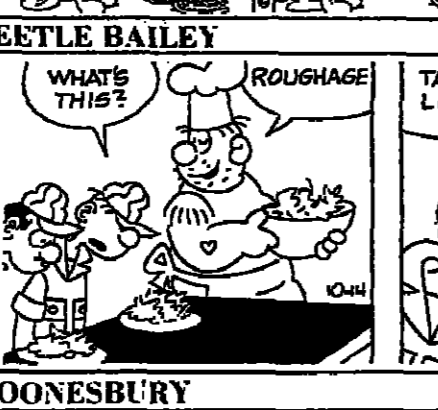
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SPORTS

Israelis Shock France, Spain, Italy, Norway Win

Compiled by Our Staff From Dispatches
Israel stunned France, 3-2, with Reuven Atar's goal just two minutes before the end of regulation time Wednesday night in a European Group 6 qualifying match in Paris.
It was Israel's first victory in more than a year and stopped France from gaining a berth in the World Cup finals next year.



The Netherlands' Joim de Wolf tackled Alan Shearer as England fell into dire straits in Rotterdam.

Defeat by Dutch Cripples English World Cup Bid

By Ian Thomson
International Herald Tribune
ROTTERDAM — England's soccer team was defeated Wednesday night by Holland, 2-0, almost certainly ending its World Cup hopes, and 5,000 British visitors slumped in their corner among the 43,000 serenading Dutch fans in Feyenoord Stadium.
So the 1994 World Cup in America can learn from Holland what it is to compose music with a ball at your feet. The Dutch, provided they can avoid a loss at Poland in their final qualifier Nov. 17, will make the trip to the United States. They will be managed by Johan Cruyff, who will surely bring along the heretofore unhappy Roud Gullit. And who knows, by then ankle operations may have revived the net-shuddering abilities of Marco van Basten. Of course, none of them were here Wednesday.
They are in position to elevate Dutch soccer because their lesser teams saved it. In the 61st minute, Ronald Koeman, the 30-year-old captain, put them ahead for good with his specialty. Everyone could see it coming, but when it came no one seemed to believe it had happened. Just one place in the World Cup final remained for these two falling powers, who could more easily recall their greatness than conceive of new honors within their reach.
England had sensed its failure only four minutes earlier. While chasing a through ball from Andy Stanton, the ultimate English star, the stolid and sturdy David Platt was tackled clearly inside the box by Koeman.
The visitors grimaced as the linesman backed his spotting outside of the box. Perhaps Koeman deserved a red card for having disrupted such a good opportunity, and that would have made him unavailable to equalize England's penalty four minutes later.
Instead, all of it produced only a free kick from the half-circle for defender Tony Dorigo, and it failed where Koeman's would succeed four minutes later.
His free kick also should have been a penalty, because his teammate Jan Wouters had also been brought down in the box. Out of justice, the ball was marked inside the semicircle, and Koeman's first attempt was thwarted off by the on-rushing English wall.
But it was ruled to have moved too soon, and as Koeman backed away from the dead ball, the English had time to understand that they were finished. On his second chance, the white ball spun over and around the wall and into the net, and high across the stadium English hearts struck bottom before they could hear Koeman's third.
If Holland chooses to compose goals, then England, under the despairing management of Graham Taylor, prefers to wilt them in. It almost worked.
A sure goal by Tony Adams was rescued off the line by Koeman. Later, Adams and his mates commiserated over a pair of attempts, deflected off the posts, one for each half, that might have had a luckier group celebrating.
In the end, the Dutch did not need luck, even without Gullit and van Basten. England, with its sole creative and self-destructive force, Paul Gascoigne, suspended at home for yellow cards, could produce only luck.
Now Taylor is out of it. Barring a Dutch collapse next month, he will lose his job, in part for failing to conceive of a single-minded approach to his three-year reign and in part for the lack of technical skill that has ruined England internationally.
The Dutch were robbed in the 40th minute of a goal when Frank Rijkaard was wrongfully whistled offside while bringing in a ball over the top from Ronald de Boer. Then the finishing goal appeared to salvage the young career of Dennis Bergkamp, whose place, according to those with horse voices and orange wigs, should have belonged to Gullit. In the 68th minute he was sprinting out of the box alone, the English goalkeeper David Seaman writing over the ball that had just beaten him to the near post.
The last 25 minutes were all fun for the majority. Then the game was over and the players and most of their following had vanished from the stadium. Only the English fans remained. The cops kept them there, to prevent more violence until they could be evacuated.
A song came over the loudspeaker. "Everybody Hurts Sometime," by the American band R.E.M., and a fire appeared at the top edge of the stadium, set by its English inhabitants. It burned orange, and everybody stood quiet for some time.

SOCCER: Try That Violence on Us and We'll Shoot, U.S. Informs European Hooligans

Continued from Page 1
event of a confrontation between English hooligans and Los Angeles agents, another delegation member, Don Burwell, said. "The gangs will handle it."
"The gangs are much more violent," he added. "They do have weapons. I do not think that the L.A. gangs will be frightened of the English football hooligans."
But the Dutch police, stung by what seemed to be criticism of the way they were handling the latest violence, warned that their American counterparts were underestimating the soccer hooligans.
"The point is that the Americans don't actually know what they're talking about," the Rotterdam police chief told the Dutch news agency ANP.
"They have absolutely no experience with these sorts of situations because sports in America is for the most part a large family party."
But Mr. King, the representative from the Los Angeles County Sheriff's Department, said that U.S. law enforcement officials "have had extensive training in recent years around civil insurrections around our country and we don't perceive serious trouble at the World Cup."
"Whatever we saw in Amsterdam last night would not create a major problem for us in Los Angeles," said the Pasadena police department commander, Roger Kelly.
"Our approach is to invite foreign visitors to our country and to show we can put on a good time and a safe time for them."
In the worst of situations, Mr. King said, the police would not rule out using firearms against hooligans.
"We would use weapons as a last resort," he said. "If public or police officers were in deadly danger then officers have the right to use weapons."
Mr. King made it clear that the United States will not erect tents selling cheap beer, as the Swedes did last summer while hosting the European championships. That strategy backfired late one night when drunken fans streamed out from a tent in Malmo and through the corridors of assembled riot police.

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ART BUCHWALD

Crime and Profit

WASHINGTON — Katherine Ann Power, the 60s revolutionary who recently turned herself in, has been sentenced to eight to 12 years in prison for her role in killing a policeman. The punishment has had a chilling effect on show business because Judge Robert Banks told her, "I enjoy you and prohibit you from any activity of any nature which can generate profit to you for the crimes you committed."

people only because they envisioned big-dollar fees. Now the defendants are going to have to return their advances and they will bump me on death row."

Rothermere, the book publisher, said, "I have 100,000 copies of Carl Trigger's story on how she hired an IRA terrorist to shoot her boyfriend's wife. If the judge's decision holds I'll have to eat them. No publisher can stay in business if we can't issue at least four books a year on first-person crime revelations."

"Is she the one who butchered her entire family because her father wouldn't let her stay up until 11:30 to watch the late-night weather report?"

"That's the one. She was also having an affair with the school bus driver who was on probation for killing his father. We extended the series for five nights and we're sold out. If we can't put it on, we're going to have to screen a rerun of 'Jack the Ripper.'"

A producer from "Hard Copy" said, "If they don't let us air reenactments of real stories as told by real criminals we'll have to make them up and the public will be the big losers. I propose that we have a class-action suit against the courts maintaining that people who commit vile crimes must be compensated for their behavior."

"We will say that by depriving Katherine Power of her literary and residual income, the judge is taking sides in what is purely a show business matter. Rape, incest, murder and mayhem are as American as apple pie. The stories of those involved must be told if we ever hope to teach people a lesson."

Felonus Mahoney said, "I will go along with anything to protect the literary rights of convicted felons. As Voltaire said, 'I may disapprove of the crimes you have committed, but I will defend to the death your right to sell them to the National Enquirer.'"



Buchwald

An emergency meeting of the No Business Like Crime Business Association was held in New York the other day to discuss Judge Banks' ruling.

Felonus Mahoney, the top literary agent in the United States, said, "If this ruling holds up in court I am going to lose my opinion on the Mertaxos brothers' murder case, the Liza Sharp kidnapping where she made her husband into a eunuch, the L.A. police mugging trial and the kidnappers of the Tuxedo King of America. My clients are furious at this ruling because all of them were counting on cashing in. Their lawyers are doubly angry because they agreed to defend these

Getty Costs \$733 Million

LOS ANGELES — In answer to rumors of cost overruns and published reports pegging the price of the J. Paul Getty Center as high as \$1 billion, Getty officials have revealed that the estimated cost of the center will be \$733 million. In 1991, when architect Richard Meier's plans were unveiled, the Getty had estimated construction costs alone at \$360 million, but declined to reveal the full price of the undertaking. It is scheduled to be completed in 1997.

The Hollywood-South Africa Reality Gap

By Bill Keller
New York Times Service

JOHANNESBURG — Maybe one day Hollywood will make a movie set in South Africa that features some of the following:

- An Afrikaner leader who repudiates apartheid.
- An upwardly mobile black entrepreneur.
- The tin-pot dictator of a designated black homeland.
- A migrant worker torn between his tribal upbringing and the civilized ways of the township.
- The power-hungry wife of a black liberation leader.

Maybe, that is. Hollywood will make a movie populated with characters and textured with dilemmas South Africans themselves, black and white, would recognize. But for Hollywood, and perhaps for most Americans, South Africa is not a real place. It is a parable, in which ruthless white evil battles unmitigated black decency.

"Adolf Hitler versus the Cosby family" is the way Peter Wilhelm, a critic for the weekly Financial Mail, sums up Hollywood's portrayal of his country in a half dozen films that have appeared since mainstream directors discovered the dramatic potential of apartheid in the mid-1980s.

"Bophat," the directorial debut of the actor Morgan Freeman, is the latest Hollywood reflection on apartheid, and it pushes earnestly at the boundaries of South African stereotypes. In the film, based on Percy Mtwa's 1984 play about a black policeman and his rebellious son, the Cosby family is now dysfunctional. There is also a benign Afrikaner cop, though he knuckles under to the Nazi caricatures among his colleagues.

But like most of its predecessors, "Bophat" is set on the barricades between good and evil. Whatever its merits as film (American reviewers have generally praised it since its opening late last month, while South Africans will not see it until next year), its South Africa is still more metaphor than country.

South Africa is hardly the only victim of Hollywood's tendency to see life in one easy dimension, but many South Africans say apartheid seems to satisfy a particular moral hunger among Americans — a yearning for those clear choices on issues of race that the United States itself has not offered since the height of the civil rights movement.

The complaint is not that Hollywood exaggerates the cruelty and humiliation of apartheid, which would be difficult to do, but that the movies are filled with glib judgments and the political statement usually overwhelms the story and the characters.

Blacks in these films, most South Africans complain, are as much clichés as whites. Either the black protagonist is an activist devoted to the struggle or a go-along-get-along fellow who, before the film is over, will discover the error of his indifference.

Often blacks are relegated to bit parts in their own struggle. Richard Attenborough's 1987 movie "Cry Freedom" is an example much maligned here. The movie starred Denzel Washington as Steve Biko, the black nationalist leader battered to death in police custody, and Kevin Kline as Donald Woods, the white journalist who befriended Biko and investigated his death.

"Cry Freedom" was faulted by South Africans because Biko is killed off in mid-movie, whereupon it becomes a conventional escape melodrama starring the white reporter. (Denzel Washington's Oscar nomination was for best supporting actor.) "There's got to be a white savior in the film," said Jerry Mofokeng, a theater director and drama



Destruction of a black shantytown in 1987 movie, "Cry Freedom," which was much maligned in South Africa.

teacher at the University of the Witwatersrand. "Steven Biko cannot be seen in his own light."

Mofokeng said it was symptomatic of foreign filmmakers' attitudes that an American star was cast in the Biko role rather than one of this country's accomplished black actors. "Our struggle is good business, but we cannot get bread out of it," he said. "We are only the symbols."

Another objection to "Cry Freedom" was that it homogenized black resistance into a single movement by having Biko pay homage to Nelson Mandela. Biko did admire Mandela, but Biko's Black Consciousness movement represented a sharp break from the nonracial doctrine of Mandela's African National Congress, and these starkly different philosophies divide blacks to this day. To many South Africans, fuzzing over the distinction was like equating Martin Luther King and Malcolm X.

A more egregious example of the white-centered South African movie was "The Power of One," a 1992 film about a white boy who endures the pain of discrimination because he speaks English rather than Afrikaans. Bored by his own experience, the blond boy takes up boxing and becomes the symbolic avenger, battling the evil Afrikaners while helpless, worshipful blacks look on. "It's a celebration of colonialism," said William Pretorius, who writes for The Weekly Mail and Guardian under the pseudonym Fabius Burger. "The whole idea is that the black doesn't think for himself, that it takes a white boy to teach him to think."

The one American movie many South Africans point to as accurately capturing their experiences is "A World Apart," the 1987 film based on the experiences of Shawn Stovro, the daughter of prominent Communists consumed by the anti-apartheid movement.

Although the film focuses on a white family, it is filled with robust characters of both races and authentic relationships, including the anguished one between the teenage daughter (Jodie May) and the mother (Barbara Hershey) who puts struggle before family.

"Most American directors who come to work in South Africa have their imaginations paralyzed by apartheid, this institutionalized obscenity," said Barry Ronge, arts editor of The Sunday Times and perhaps South Africa's most influential white cultural arbiter. "The drama for them becomes the attack on apartheid."

In contrast, he described "A World Apart" as "the only film of merit America has made about South Africa, because it got the emotional relationships right, and it didn't automatically designate sainthood."

PEOPLE

Regilding the Office For Leona's Return

Leona Helmsley will waste no time after she is sprung from prison in two weeks. She intends to take over her husband's hotel and real estate empire immediately. According to the syndicated columnist Cindy Adams, the 72-year-old Helmsley is having her office in the gilded Helmsley Building in Manhattan lavishly redecorated so she can get down to work disbanding the empire that her ailing husband, Harry, has given her "rock, stock and vaults." Adams said Helmsley, who is serving 21 months for tax evasion, is so rich she doesn't need to collect rent money any more.

Mary Danowski, the daughter of the sculptor Henry Moore, has laid claim to part of the fortune in art work held by the Henry Moore Foundation since her father's death in 1986. Danowski asked the high court in London for a ruling that the artist's unsold sculptures and other works executed in the last 10 years of his life, remained his personal property. The foundation, set up by the sculptor in 1976, says it owns the works under an agreement he signed in 1977.

Cui Jian, China's top rock star, has been awarded damages of about \$300 and an apology from the writer and publisher of a biography about him for using photos of him without his consent.

Woody Allen says European filmgoers saved his life. In an interview, published Wednesday in Paris, he said, "Without Europe I would doubtless no longer be making films. Films which were flops in the United States have made quite a bit of money, or at least enough money, in Europe, so that losses have been kept to a minimum."

More outraged citizens: A civic group in Mexico City has demanded that three concerts by Madonna be canceled, saying her shows are immoral. Michael Jackson will perform in Dubai in mid-November as part of his world tour.

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WEATHER

Weather forecast table for Europe, Asia, North America, Middle East, Latin America, and Oceania. Includes high/low temperatures and precipitation chances.

CROSSWORD

Crossword puzzle grid with clues for Across and Down. Includes a solution to the puzzle for Oct. 13.

"I wonder if the little guy had fun today?"



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